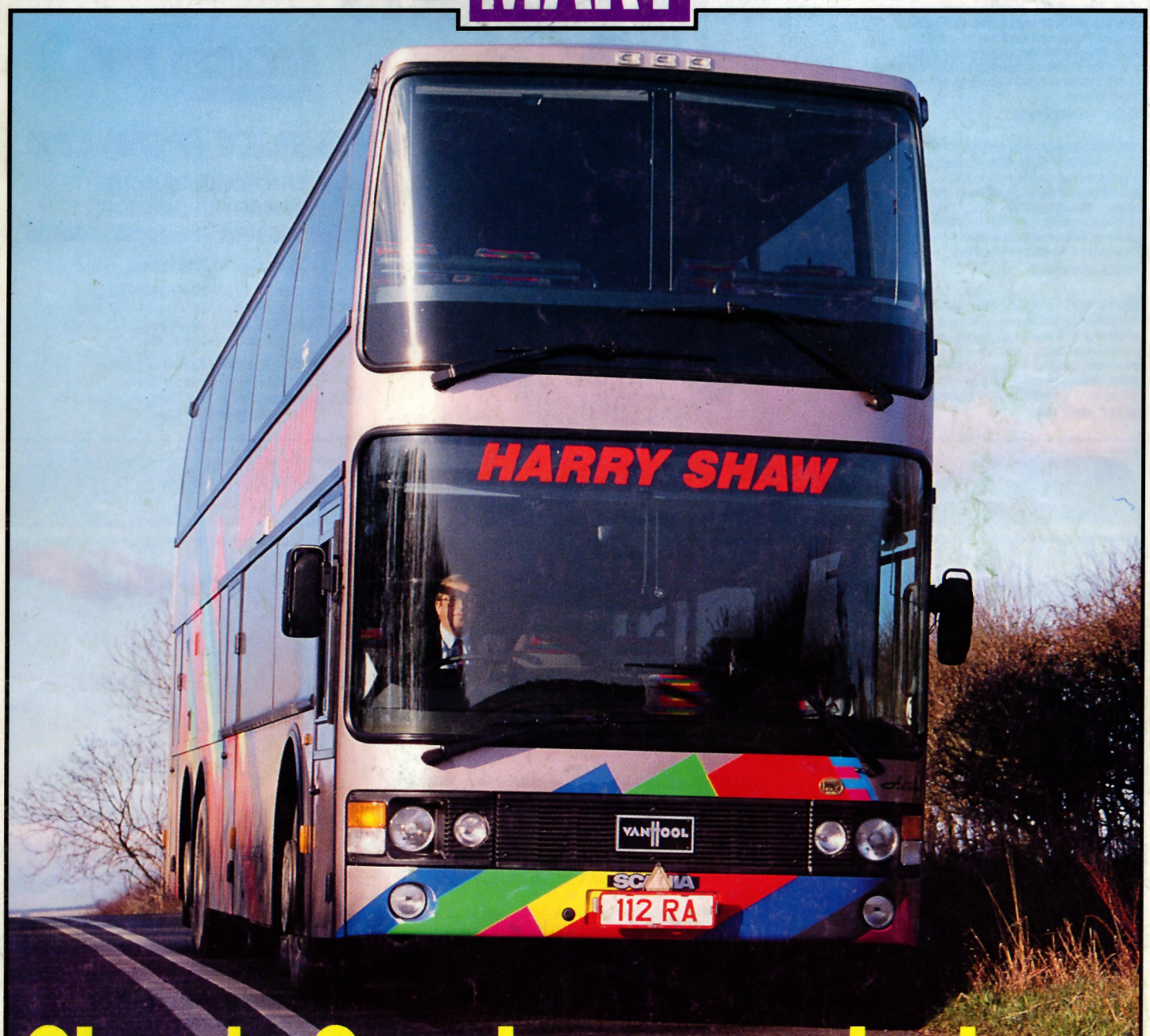
COACH MART

The weekly for the coach industry

Issue 668 £1 December 5th, 1991



Shaw's Scania super-decker does the Spanish hustle

Dennis' success...but what of the future?

LEYLAND 1985 TIGER 245 JONCKHEERE JUBILEE P50 12M, 48 recliners, brown/orange moquette, rear sunken toilet, continental entrance/exit door, courier seat, tinted side windows with roller blinds, drinks machine, TELMA retarder, power entrance door, wired for T.V./video, white.
M.O.T. EXPIRED

VOLVO 1986 (AUG) B10MT (TANDEM) VAN HOOL ALIZEE-SH 12M, 49 recliners, grey/red moquette, rear toilet, driver's berth, courier seat, curtains, fridge, drinks machine, wired for T.V./video, all white.
M.O.T. APRIL 1992

BOVA 1987 FUTURA FHD 12.280 INTEGRAL 12M, 49/53 recliners, red moquette, centre sunken demountable toilet, continental door, double glazed tinted side windows, courier seat, driver's berth, water boiler, fridge, power entrance door, wiring for T.V./video, white/blue/red.
M.O.T. MAY 1992

DAF 1986 DKFL PLAXTON PARAMOUNT 3500 12M, 49/53 recliners, grey/red moquette, demountable rear sunken toilet, continental exit door, courier seat, curtains, power entrance door, wired for T.V./video, cream/duo blue.
M.O.T. FEBRUARY 1992

VOLVO 1983 (AUG) B10M BERKHOF ESPRITE HIGH-LINE 12M, 49/53 recliners, autumn moquette, demountable toilet, continental door, TELMA retarder, cream.
M.O.T. FEBRUARY 1992

BOVA 1988 FUTURA FHD 12.290 INTEGRAL 12M, 49/53 str (44/48 recliners + 5 rear fixed), duo red moquette, centre sunken demountable toilet + continental entrance/exit door, driver's berth, courier seat, double glazed tinted side windows with curtains, power entrance door, white/beige/rose pink.
M.O.T. MARCH 1992

DAF 1987 DKVL PLAXTON PARAMOUNT 3500 12M, 51 recliners, red/grey moquette, rear sunken toilet, continental entrance/exit door, tinted side windows, curtains, courier seat, drinks machine, power entrance door, wired for T.V./video, TELMA retarder, ABS anti-lock braking, cream/duo blue.
M.O.T. APRIL 1992

TRADE DESCRIPTIONS ACT;
In detailing these used saloon coaches we have quoted the year of registration and not necessarily the model or year of manufacture.

VALUE ADDED TAX;
Prices quoted are exclusive of V.A.T. and are subject to the normal standard rate.

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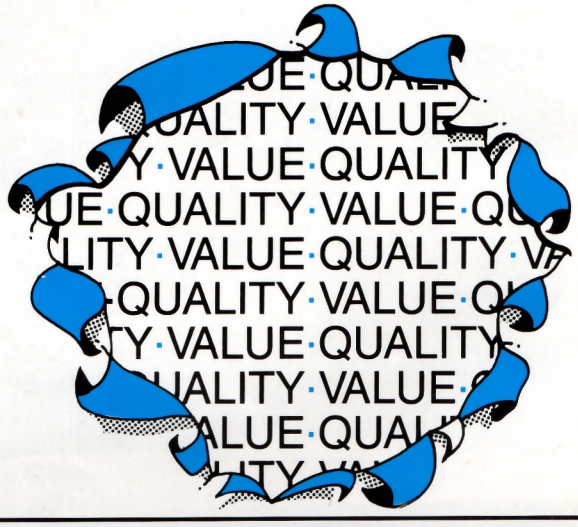
VOLVO 1988 B10M GL VAN HOOL ALIZEE-H 12M, 49 recliners, centre sunken fixed toilet + continental entrance/exit door, double glazed tinted side windows + curtains, Webasto pre-heater, water boiler, fridge, wired for T.V./video, 3 saloon tables supplied loose, power entrance door, courier seat, white/green.
M.O.T. MARCH 1992

VOLVO 1984 (AUG) B10M PLAXTON PARAMOUNT 3500 12M, 49 recliners, beige/red moquette, rear sunken toilet/continental door, driver's berth, courier seat, Webasto heating, TELMA retarder, drinks machine, curtains, tinted double glazing, power entrance door, wired and boxed for T.V./video, silver/blue.
M.O.T. JULY 1992

BOVA 1985 FUTURA FHD 12.280 INTEGRAL 12M, 49 str., red moquette (44 recliners + 5 rear fixed) centre sunken toilet, continental door, driver's berth, drinks machine, fridge, Webasto, power entrance door, double glazing, courier seat, curtains, wired for T.V./video, twin fuel tanks, white/red.
M.O.T. JULY 1992



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AEC

1977 Plaxton Express, 53 seater, semi-auto gearbox, Bristol Dome, white/black exterior, autumn tint moquette. Stock No. 0006.

VOLVO

1983 B10M Jonckh 48 seats, 6 speed gearbox, curtains, **SOLD** nks machine, MoT 29.11.91. Stock No.
1983 Volvo B10M 12 metre, 57 seater, Duple Laser, PA/radio/cassette, 6 speed ZF manual gearbox, MoT 15.07.92. Stock No. 1074.
1980 B58 Air/Leaf Dominant, 12 metre, 53 seats, 48 recliners, 5 fixed, automat g/b, power door, tinted windows, curtains, side lockers, new MoT. Stock No. 0012.
1973 B58 Plaxton Supreme, 11 metre, 53 (remouetted) seats, X'Press doors, side lockers. Stock No. 1047.

BEDFORD

1975 YRQ Plaxton, 45 seats, power door, side lockers, private plates, Stock No. 1062.

LEYLAND

1982 Duple Dominant, 51 reclining seats, 6 spd gearbox, side lockers, MoT 21.01.92. Stock No. 9033.
1980 Leopard Plaxton Supreme, 11 metre, 53 (remouetted) seats, X'Press doors, 6 speed ZF gearbox, side lockers, MoT Oct '92. Stock No. 9009.

SCANIA

1986 K112 Plaxton 3500, 55 reclining seats, demountable toilet, double glazed, retarder, curtains, radio/PA/cassette, MoT 01.03.92. Stock Number 1063.

CUMMINS

1985 Duple 425 (Cummins), 6 speed automatic g/box. 54 recliners, curtains, radio/PA, toilet, drinks machine, TV monitors, continental door, courier seat.

SETRA

1987 S215 HR (Rational) Mercedes, V8 engine, 6 speed ZF gearbox, Voith retarder, 47 recliners, toilet, drinks, fridge, TV, Webasto, curtains, MoT 9.6.92. Stock No. 1072.

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Road Test special - see page 23

COMMENT

IN this industry, it's all too easy to get so swallowed up in the nuts and bolts that you fail to look beyond the wall around the yard.

Coachmart has long endorsed the view that operators should be improving quality - and that doesn't necessarily mean new vehicles! - so that they don't lose the clients they have. But an incident after last week's World Travel Market proves that even this view is short-sighted.

As always, National Express was exhibiting a vehicle - a new Neoplan decker - in Olympia. It was hard to imagine what NatEx could hope to gain from this. However, from a conversation overheard in the tube on the way home, the coach industry certainly gained.

'Did you see that huge coach?' asked one middle-aged lady of the other - both travel trade professionals.

'It was beautiful inside. I haven't been on a coach for years. I wonder what it's like to travel on the top deck...'

Clearly NatEx had captured her imagination. Coaching needs a few more opportunities like WTM to win over NEW clients, not plug away at the old ones. For it is obvious that the last time the average car driver travelled by coach, it was on a school bus.

TALKING of school bus services, the rumblings in North Yorkshire (see news story on page 5) give some cause for alarm.

There's not a coach operator in the land who would dream of compromising the safety of children to cut costs. Yes, operators use older vehicles and get there a little slower, use tatty vehicles and sacrifice comfort, but none would sleep at night if they thought a child might be injured or killed.

So why the hue and cry about seatbelts? There is nothing to suggest they would prevent injuries, since the safety record is already impeccable. Indeed, the only question mark hangs over the 'three for two' rule - something widely endorsed by education authorities to save money and which prevents the fitment of seatbelts. It's high time we educated the education authorities and spelled out two simple points: better vehicles cost more money; and that the industry's safety record is excellent.

In 1990, coach and bus passenger injuries accounted for only three percent of all GB road accident casualties. Just one percent of all fatal or serious injuries included a coach or bus. *Coachmart* is working on a major safety initiative to complement the BCC's Year of Coach Travel and Tourism. Look out for details.

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ANDREW MARKHAM – London Home Counties West (0494) 433048

Salvador Caetano

DAF

1988 (E) MB230-CAETANO ALGARVE, 30 recliners, centre kitchen, full exec specification.

1987 (D) SB2300 – DUPLE 340, 57 recliners, power door, provision for toilet, continental door.

1986 (D) SB 2300 – CAETANO ALGARVE, 49/53 seats, centre toilet, continental door, Webasto, boiler, berth, boxed/wired for video.

1986 (C) SB2300 – LAG GALAXY, 53 recliners, courier seat, power door, continental door.

1984 (B) MB 200 DKFL – DUPLE LASER II, 53 seats, power door, wheel discs, Telma.

1984 (A) DAF – BOVA CALYPSO, 53 recliners, power door, tinted windows.

1983 (Y) DAF – BOVA EUROPA II, 47 recliners, courier seat, rear toilet, continental door, Webasto, wired for video.

1983 (PP) DAF DKTL – ALPHA GT, 53 recliners, power door, curtains.

1982 (PP) DAF – BOVA EUROPA II, 52 recliners, power door, radio.

1981 (W) DAF – BOVA EUROPA, 53 seats, power door, tinted windows.

VOLVO

1988 (E) B10M-CAETANO ALGARVE, 49/53 recliners, double glazed, centre toilet, cont door.

1986 (C) B10M – CAETANO ALGARVE, 49/53 recliners, centre demountable toilet, continental door, low driver facility.

1980 (V) B58 – DUPLE DOM II EXP, 53 seats, power door, tinted windows.

MERCEDES/MAN

1983 (PP) 0303 JONCKHEERE P50, 49 recliners, centre toilet, continental door, double glazed, courier seat, fridge.

1982 (PP) 0303-JONCKHEERE BERMUDA, 49 recliners, centre toilet, continental door, berth, courier seat.

1982 (PP) MAN – CRON, 49 recliners, ce[SOLD]e door, drinks, fridge.

SCANIA

1987 (PP) SCANIA K112-PARAMOUNT 3500, 55 recliners, power door, tinted windows, Telma.

1986 (C) K112 – BERKHOF ESPRITE, 53 Vogel seats, power door, courier seat, Webasto, Telma.

LEYLAND/AEC

1987 (E) TIGER (CUMMINS) – DUPLE 340, 53 recliners, courier seat, rear sunken toilet, continental door, double glazed, power door, boxed/wired for video, Telma.

1987 (D) TIGER 260 – DUPLE 320, 48 recliners, rear saloon mounted toilet, servery.

1983 (Y) TIGER 245 S/A – DUPLE DOM IV EXP, 53 seats, power doors, SBG front end.

1982 (X) LEOPARD ZF – DUPLE DOMINANT II, 53 seats, Bristol Dome.

1981 (W) LEOPARD ZF – DOMINANT III, 57 seats, power door.

1981 (PP) LEOPARD S/A – PLAXTON SUPREME IV. 50 seats, power door, Telma.

1979 (V) LEOPARD S/A-DOMINANT II, 50 seats, Bristol dome.

BEDFORD

1987 (D) YNV – CAETANO ALGARVE, 57 seats, power door, wheel trims.

1986 (C) YNV – PARAMOUNT 3200, 52 seats, toilet, servery, boxed/wired for video.

1985 (C) YNV – CAETANO ALGARVE, 53 recliners, power door, continental door, tinted windows.

1981 (W) YMT – DOMINANT IV, 53 seats, power door, radio/PA.

Full list of vehicles available on request.

MILL LANE, HEATHER, LEICS. TEL: 0530 63333 FAX: 0530 63379

The year quoted denotes the year of first registration not necessarily the year of manufacture.

■SAFETY

Council blasted for empty promises on seatbelting

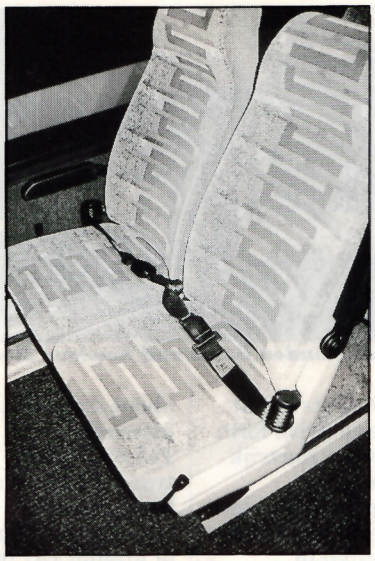
NORTH Yorkshire Council's education authority came under fire last week after giving an empty promise to pay more for seatbelted school minibuses.

The council's education sub-committee heard that the fitment of seatbelts on 150 17-seater minibuses and smaller would cost £65,000, while an additional £115,000 would have to be found for extra vehicles as the 'three for two' rule became inoperative.

But despite councillors' support for seatbelts, its passenger transport officer, Richard Owens, admitted that no price had been set for the change, and that seatbelt introduction would instead rely on arbitrary selection by the county surveyor.

'The county surveyor has been authorised to prefer a tender for a seatbelted vehicle,' said Mr Owens. 'The selection would be sorted out in consultation with us.'

Mr Owens admitted that only 20 minor injuries had been recorded during the year for children travelling on PSVs, and a proportion of those would be aboard commercial local service buses.



Seatbelting: would cost £65,000 on 17-seater minibuses.

The fence-sitting decision got an immediate reaction from operators and from a Tory councillor who says the money would, in any case, be better spent on books.

'I believe that, simply, the safety record is so good, operators shouldn't go to the cost,' said Councillor Cliff Wilson, who also sits on the highways safety committee.

'Until seatbelts are a legal, statutory requirement we shouldn't require them to be fitted.

'There is no evidence to suggest that seatbelts would have helped in any PSV accidents.'

One coach operator suggested the retro-fitting of seatbelts might actually contravene the Construction and Use regulations of '86, and the Bus & Coach Council's advisory notes say: 'The evidence is that there is hardly any scope for safe retrofit (of seatbelts).' Another operator said the suggestion that the quality of school transport in North Yorkshire was to be improved was nonsense.

'If I bid 10p more for a contract using my D-reg minibus against a bloke using a 15-year-old banger, I won't get the contract,' he said.

Mr Owens admitted that, until seatbelts were suggested, no quality differential had been applied: 'Quality is the province of the traffic commissioner,' he told *Coachmart*.

■COACH

R&I wins giant contract

SOUTH London-based coach operator, R&I Tours, has landed a three month contract for one of the biggest employee movements in the capital.

Top US investment bank, Morgan Stanley, has contracted R&I to ferry 1,800 employees from the West End to its new site in Docklands' Canary Wharf.

It is the biggest tenant yet to move into the £4,000 million Canary Wharf development, and is now bussing employees from London's railway stations and its City and West End offices until it sees improvements in the 'unreliable' Docklands Light Railway.

R&I is using a mixed fleet of 36 minicoaches, including Caetano Optimos and Optare Mercedes - 20 from its own fleet and the remaining 16 vehicles from 11 London operators, including Armchair, Pemico, Travellers, Westbus and Redwing.

'All vehicles are to top coach specification because we are carrying city brokers,' added Mr Cook.'The length of the contract depends on the performance of the Docklands Light Railway. We naturally hope it will last for quite a long time.'

R&I: to ferry more than 1,800 people.

A London Docklands Corporation spokesman said: 'It's a PR exercise and won't last very long.'

■OBITUARY

Theo Roberts

THEO Roberts, co-founder of Vale of LLangollen Travel, has died, aged 83, after a period of ill-health.

Mr Roberts was a founder member of the Wrexham and District Coach Operators Association, a county councillor, parish councillor and chairman of the local football club.

He leaves the 40-coach business in the hands of his daughter Gillian and three of his sons, Michael, Ralph and Russell. His wife, Daisy, died two years ago after taking a very active part in running the company.

Vale of LLangollen was established in 1928 by Theo and his brother, Herbert, who died nearly 30 years ago. They developed the business with their father, Alec, from haulage to omnibus with core activities dependent on coal and the miners. The natural expansion into coaching followed when haulage was dropped.

For many years he bought secondhand coaches from Don Everall of Wolverhampton, but more recently Vale of LLangollen has acquired its Plaxton-bodied touring fleet from Yeates of Loughborough.

■TOURS

Brugge bans coaches

ALL coaches and heavy vehicles have been banned from Brugge, in Belgium.

The city has long been a nightmare for coach access but now the city is out of bounds to all vehicles except cars - and these are limited to 30 kph.

It will now rely on a park-and-ride system which uses 35 minibuses to ferry tourists in and out.

BRIEFS

● **LONDON Central is offering passengers the chance to see the Christmas lights from an open-top Routemaster.**

This weekend, a service starting at Peckham Rye set off through Camberwell Green, Elephant and Castle, Trafalgar Square, Oxford Circus and Marble Arch. The service finishes on January 3.

● THE Department of Transport is cracking down on headlight beam aim faults at the annual test.

The Vehicle Inspectorate expects a very high failure rate - only five percent or less will pass - at MoT test due to headlights being aimed too high or too far to the right.

● **TRANSIT Holdings has appointed Samantha Frenee as its public relations officer following the resignation of Georgina Schneemann.**

● WALTER ALEXANDER of Falkirk has won an order to body 25 computer-controlled C100 People Mover vehicles - similar to those in operation at Stansted Airport.

It comes from Pittsburgh-based American firm AWTS, which is installing the vehicles at Honolulu and Hartsfield airports.

● **COMPUTER-run timetables are to be introduced on to London Transport route 18 from King's Cross.**

The £700,000 equipment, from French manufacturer SEREL, has now been ordered and will be installed experimentally starting next summer. The digi-dot timetables will have a 'talk' facility for sight-handicapped passengers.

● STEER Davies Gleave has been asked to streamline Bristol Community Transport, run by the council.

The system will be fully audited by transport consultants SDG.

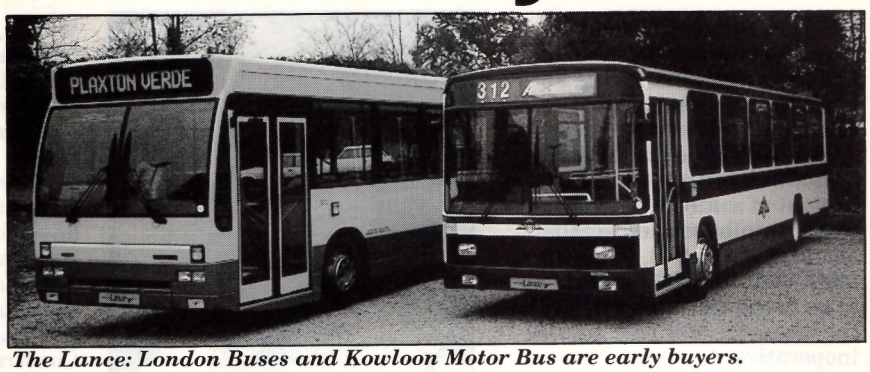
■BUS SALES

Dennis scoops big order for new Lance citybus

DENNIS has won orders for 40 of its Lance single deck citybus chassis, only officially launched in bodied form last week.

Kowloon Motor Bus in Hong Kong is to take 24 Lance with Alexander air-conditioned body kits. London Buses has ordered a further 16, also with Alexander PS-type bodies. Although it has yet to be confirmed, at least another one Alexander Lance looks set to go to SMT in Scotland.

East Lancs will shortly complete its first EL2000-bodied Lance for Ipswich. Northern Counties is currently fitting the Lance with its County Bus body and Plaxton has built a Verde demonstrator on the new chassis. Wrights is also intending to use Lance as the base for its stylish new bus body *(Coachmart,* November 14).



The Lance: London Buses and Kowloon Motor Bus are early buyers.

Following its debut in left hand drive form at the recent Kortrijk show, several European bodybuilders are also understood to be interested in bodying Lance and other Dennis products. The first to sign-up has been Berkhof, which is to body the Dart.

Dennis says the Lance continues the design philosophy of its mould-breaking Dart midibus, but offers operators a full-size citybus at an affordable cost. The company is talking about a chassis only price of around £45,000, which translates into a fully built-up (and undiscounted) price tag of around £81,000.

'Now that times are very tough for the industry, it makes a lot of sense to introduce a much more cost-effective product,' said Dennis managing director, Stephen Burton.

Lance is available in two lengths - 10.6 metres and 11.6 metres. A bodied 10.6m version would typically seat 43 with luggage pen or 46 without, plus 22 standees. That would rise to 49 or 51 seats, plus 26 standees, in the 11.6m variant.

Power is provided by a Cummins 6 Series turbo, which produces 211 bhp and drives through a ZF four speed automatic gearbox. Air suspension is standard. Anti-lock brakes and kneeling system are available as options.

● ***See news feature on page 16.***

■EMPLOYMENT

Leyland DAF to make big job cuts

MINIBUS and chassis-cowl supplier, Leyland DAF, is to cut its workforce by 1,600 jobs worldwide in the next two years.

A spokesman for the company told *Coachmart* the effect on the UK workforce was not yet known but the bulk of job losses would come from the UK, and 400 from the Netherlands.

Leyland DAF is responding to a dramatic 50 percent downturn in units produced since the boom year of 1989.

This drop had been reflected in all sectors of the market from the Light Goods Vehicle sector through to minibuses.

In all, the market had dropped around 5,000 units, despite improved export figures in some areas.

Leyland DAF produces factory-equipped 12 and 17-seater minibuses in the 200 and 400 series, and both in a chassis-cowl version for bodying by independent, specialised builders.

■TOURS

Atlas International answers its critics

BRIDGEND-based tour operator, Atlas International, has responded positively to operator criticism of its contract rates.

The Welsh firm attracted comments from *Coachmart* readers *(Coachmart,* November 28) when it offered continental work at £210 a day, less 12 percent commission, and insisted on a £1,000 bond.

One operator said the rate would not cover his costs and another pointed out that rates like these were not unique to Atlas.

Now a spokesman for Atlas has said: 'If operators now want to negotiate with Atlas International, they can do so for an increased price.'

The contracts were for four-day breaks to EuroDisney, near Paris, using top-specification coaches less than five years old.

Road tolls and parking were included in the contract rate.

■BUS SALES

PSV industry gets £10m fillip

LONDON Buses is giving UK PSV builders a £10 million boost. An order for 135 vehicles gives manufacturers a much needed kick-start for a 1992 recovery.

The order, which is said to result from LBL's 'good housekeeping', goes across the board. Dennis takes the biggest slice - including the first big delivery of its new Lance single-decker. Optare is to supply 20 of its highly praised Spectra for London Central and 19 Deltas for East London - all on DAF chassis.

Scania is the other favoured chassis builder, while bodywork orders are spread between Northern Counties, Plaxton (Reeve Burgess), Optare and Alexander.

As manufacturers breathed a sigh of relief at the news of another big order, one industry source told *Coachmart:* 'This is a welcome redirection of funds, which is, hopefully, recognition of the need for modernisation of the capital's bus fleet.'

Five London Buses' subsidiaries are getting new vehicles to renew ageing fleets. A spokesperson explained: 'The extra money is the result of working capital control.' East London is gaining 59, London United 40, London Central 20, and Selkent 16.

Selkent's share will be 16 Alexander PS-bodied 11.6-metre Dennis Lance - the second UK order for the low-floor bus. The first being a single Ipswich vehicle with East Lancs' body. Dennis' largest Lance delivery is due to head for Hong Kong where the Kowloon company is taking 24 CKD vehicles from Alexander (see news story on page 6).

Roger Heard, Dennis bus sales director, welcomed the interest in the new chassis. 'It's a terrific start for any product', he said.

With 40 Reeve Burgess Pointer bodies on Dart for London United following an earlier order for 14 Wrights-bodied examples for CentreWest, Dennis is currently supplying 70 buses for London. Mr Heard explained: 'We have responded quickly and effectively. London Buses have confidence in the way in which we support the product - this is a significant element in the London business.'

Northern Counties - still in the hands of administrators Grant Thornton - is to supply the bodywork on East London's 40 Scania N113DR. Production is to commence in the new year with deliveries to London starting in March.

Grant Thornton spokesman, Lindsay Khan, says the Wigan manufacturer is set to re-employ 50 shopfloor workers. He said: 'Coach & Bus '91 had a substantial affect and showed that we are still building buses. Together with the London order we have 10 for East Yorkshire and four for East Kent - things are looking-up. We've got sufficient orders to justify keeping the business going into the foreseeable future.'

Mr Khan confirmed that the orders were a welcome expression of confidence in the future of Northern Counties. He added: 'We're still actively looking for a buyer.'

London United: repeat order for Reeve Burgess-bodied Dennis Darts.

■BRIEFS

● THOMAS, of Relubbus, near Penzance, has had its O-licence curtailed by a year and restricted to single-deck vehicles only following a spot check which led to five immediate prohibitions.

The traffic commissioner recognised the need for additional vehicles, though, and granted two additional to bring the authorisation to nine.

● A DIY breathalyser marketed by the Alcohol Breathalyser Company is aimed directly at the heavy vehicle industry.

The company is urging operators to install the Safeguard 6000 and prevent costly driver prosecutions which have led to jailing.

● SILENCER company Bainbridge has produced a new catalogue which covers 90 percent of all heavy vehicles and introduces several new products.

Truckmaster catalogue is arranged with a specialised bus and coach section, now listing Iveco 49.10, Leyland Lynx, B10M Mk III and Dennis Dart systems.

● BROQUET is claiming its new fuel catalyst has demonstrated fuel savings of round 10 percent in several haulage fleets.

The device fitted in the diesel fuel line has brought average savings of between £50 and £75 per vehicle per week for Loch Park Distribution of Scotland and Gourock-based G & S International.

Vehicles covering 100,000 miles a year would demonstrate £2,000 in fuel saved, says Broquet Fuel Catalysts, of Rugby.

● CHUBB is producing a foam one-litre fire extinguisher to replace halon units which are frowned upon for environmental reasons.

It meets fire rating 21B and should occupy the same physical space as its halon counterpart.

■TRAINING

Book now for BCC training sessions

EARLY booking is advised for a series of three winter training sessions sponsored by the Yorkshire Region of BCC.

The first three-hour course offers a basic explanation of financial accounting terminology. Aimed at finance for non-finance managers, this session takes place on December 16.

Like the other two sessions, the cost to BCC members is £10 - non members pay £15.

Workplace, the B&K Management Services subsidiary is running the sessions and delegates have a choice of three times on each day - 9.30 am to 12.30 pm, 2 pm to 5 pm or 6.30 pm to 9.30 pm.

The second course, on Monday January 13, deals with the thorny question of pricing and the preparation of tenders. Whereas on February 17 delegates will join in sessions dealing with customer care.

All sessions will be held at the Wakefield premises of Milthorp near M1 junction 39.

■LEGISLATION

Speedy rejection

THE BCC is opposing a move to introduce a 100 kph speed limit to UK coaches.

'The BCC has written to point out the shocking economic consequences of such a change before the proposed bill goes to the Council of Ministers,' said a spokesman. 'At this meeting, a simple majority could bind.'

There have been rumours of horse-trading in the run-up to Maastrict, and the suggestion that the 100 limit will go as as a sop to Europe.

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■MANUFACTURING

Car Chair expands and takes on Robin Hood

AS manufacturers continue to struggle in the grip of recession, a Sussex-based conversion company, whose sales this year are up by 25 percent, has doubled factory facilities and taken on Robin Hood, the personality who once headed his own vehicle building company.

Car Chair has spearheaded its major expansion programme into specialist vehicle building with the acquisition of a second large factory to house its new division, Car Chair Vehicle Builders.

It is producing a range of custom-built mobility vehicles for the disabled.

Current plans include mini and midibuses for stop-start PSV local bus services and long distance coaches for up to 33 passengers.

Managing director, David Constable, is confident that the company has the expertise and financial backing to be successful in an industry that has been badly hit by recession leaving many talented people out of work.

He told *Coachmart:* 'Our experience of vehicle manufacturing goes back a long way and we have been able to handpick a very good team. In fact, my confidence in Car Chair Vehicle Builders is mainly in the track record of our employees.'

The company hopes to capitalise on Robin Hood's wealth of experience, particularly in the bus and coach market.

A range of glass fibre moulds to suit earlier Robin Hood conversions has been purchased so that replacement body panels and spare parts can be offered.

Ken Frost, regional sales manager on the mobility vehicle side, is another recruit - this time after five years with Dormobile.

Managing director, David Constable: confident for the future.

Mr Constable claims that Car Chair Vehicle Builders is a natural extension to the 10-year-old company which not only designed and manufactured the Car Chair wheelchair system, but also a wide range of vehicles converted for wheelchair-seated individuals and organisations specialising in the care of disabled people.

He said: 'The new factory was working to capacity within the first week of opening, because the work is there, but the vehicle builders are not.

'If we can maintain the standards already set, I am confident that we have the people and equipment to do that, then we will go from strength to strength.'

■MANUFACTURING

Autobus Classique sets up new dealership network

A NATIONWIDE dealership network is in place to sell new vehicles from Autobus Classique, the embryonic small-vehicle builder.

Classique successfully exhibited for the first time at last month's Coach & Bus show.

Production of the first orders was due to start this month in the company's new premises at Hellaby, near Rotherham.

Sales director, Alan White, said: 'The dealership associations will supplement our direct selling arrangement for the time being with a view to establishing a sales pattern whereby all coaches and some buses will eventually be sold only through a nationwide dealership network.

'This will enable customers to discuss deals involving part-exchanges whereas we can supply on a strict nett, no part-exchange, basis.'

Dealers for the Classique range of 12 to 33 seat coaches and buses based on Leyland DAF, Renault, Iveco Ford and Mercedes-Benz are: Carriageways, of Bedford, Connaught PSV, of Doncaster, Oldstead Coach Sales, of Bolton, and South Manchester, West Durham Coach Sales, of Spennymoor, and Tramontana, of Motherwell.

In addition, six Mercedes' dealers can supply bodywork on Mercedes-Benz. These are Bell Truck, Croft and Blackburn, Derwent Vehicles, Humberside Motors, Sparshatts and Triangle Motor.

The new Hellaby premises: production starts soon.

■THEFT

Operator issues theft warning

AN OPERATOR who faced his second coach theft in three days has appealed to other operators to take care to remove radio cassettes during any standing time.

The operator, who did not want to be named, had one of his vehicles robbed in broad daylight at the back of Digbeth coach station in Birmingham.

'Several coaches were broken into at 2 pm, and had audio visual equipment stolen or were vandalised,' he said.

'I'm now frightened to park any vehicle near Digbeth, day or night.'

The operator said all his audio equipment was coded so the stolen radio-cassette was useless: 'But I hope this word of warning will put other operators on their guard,' he told *Coachmart.*

■COACH

Discounted tickets offer

DISCOUNTED group tickets are on offer to coach operators running trips to the Earl's Court Motor Racing Show next February.

Show organisers, 3D Events, will knock £1 off the £5 tickets for coach parties. The show runs for three days from February 7, 1992 and includes the Le Mans winning Mazda in addition to the first opportunity to see 1992 season cars.

For the first time in London, visitors to the show will see motor sport from the inside. They can experience virtual reality racing against professional drivers as shown on BBC TV's Tomorrow's World, and visit the stand of the UK's leading fitness centre for top drivers, Racefit, who will have training machines for fitness assessments.

■TRAINING

RSA denies CPC exam mistakes

ALLEGATIONS of question errors on Certificate of Professional Competence examination papers are vigorously rejected by the Royal Society of Arts, the exam board responsible for its administration.

Leading training school, Friendberry, blames mistakes of up to 27.5 percent for candidate failures *(Coachmart,* November 21).

The head of the RSA CPC exams division, David Gathercole, dismissed the allegation as 'nonsense'. He said: 'RSA quality assurance procedures see to that.'

Mr Gathercole added: 'The October 1991 examination for Module C attracted only two enquiries from the centres which entered candidates, both of which were resolved - neither of which was from Friendberry.'

He defended a question identified as 'contentious' by head of Friendberry, John Scarborough. This question was said to have only one correct response since item three, which was nonsense, is in all the others. Mr Gathercole said: 'Far from being contentious, it does in fact allow an intelligent candidate to arrive at the correct answer, by deduction, even if he/she does not recognise it immediately. In syllabuses, such as marketing and finance, this is a perfectly acceptable approach.'

The RSA says that individual questions are commissioned from CPC centres. Mr Gathercole explained: 'They are scrutinised by a committee of experts for validity and reliability before they are accepted. The question paper for each examination is scrutinised by a different panel, which checks for proper syllabus coverage, degree and difficulty, and, again, the content accuracy of the individual questions. Finally, the papers are submitted to external assessors for a final check prior to printing.

'After the examination, and prior to the issue of results, statistical devices are employed to measure the candidates' answers to each question, and any apparent deviation from expected performance is investigated. We also rigorously investigate any complaints received from centres and the advice of at least two external assessors is sought.

'On the rare occasion when a rogue question has slipped the net, it is eliminated from the results' calculations so that candidates are not penalised in any way. The CPC is the most common route to an operator's licence and is held in high esteem by the vast majority of the 45,000 candidates who each year enter through a network of 300 centres. We would indeed be neglecting our duty if we did not ensure that the highest standards of integrity and fitness for purpose were consistently maintained.'

■LEGAL

SYT wins MMC appeal

SOUTH Yorkshire Transport has again won its case against the Monopolies and Mergers Commission in the Court of Appeal.

The MMC ruled that SYT's acquisition of several small companies in the Sheffield area went against competition, but the firm appealed successfully.

The battle was far from over, and the MMC took its case to the Court of Appeal, which sat early in November.

But judges ruled last week that the MMC has no power of intervention in SYT's acquisition in 1989 of the companies.

The MMC's allegation of monopoly was based on the definition of a 'substantial' part of the UK.

SYT chose this aspect of the ruling on which to base its appeal and succeeded in overturning the MMC's order for it to divest. An MMC appeal was immediately launched.

'We are obviously pleased with he judgement,' said Peter Sephton, chairman and managing director, of SYT.

'It's the second time the court has vindicated our views on this matter, so hopefully this latest decision will enable us to introduce stability into the local bus market.'

Mr Sephton warned that Secretary of State for Trade and Industry, Peter Lilley, could take the appeal further to the House of Lords.

■PARKING

Christmas cheer in London

FOUR changes to long-term coach parking in London may aid operators using the city for the Christmas season.

Open all night for seven days a week, the Bedford Way single-deck coach park in the basement of the Royal National Hotel must be booked in advance. Make a call to Travellers Check In, on 071 436 1155/6.

Tooley Street in SE1 has restricted hours but operator, Euro Car Parks, has no coach height restriction.

Details are available on 061 832 9777. Although Hester Road coach park in SW11 also has restricted hours, overnight accommodation on site can be provided. Details from R & J Boyd, on 071 924 6135.

And Victoria Coach Station can offer parking if pre-booked with the engineering manager. Telephone 071 730 3466.

■PEOPLE

New manager for Lonsdale

LONSDALE Coaches (above), the coaching arm of Lancaster City Transport, has a new coaching manager.

Malcolm Fielding, who is 47 and married, has moved from Shearings at Bolton and Southport. His wide experience will be used to develop Lonsdale's services and activities.

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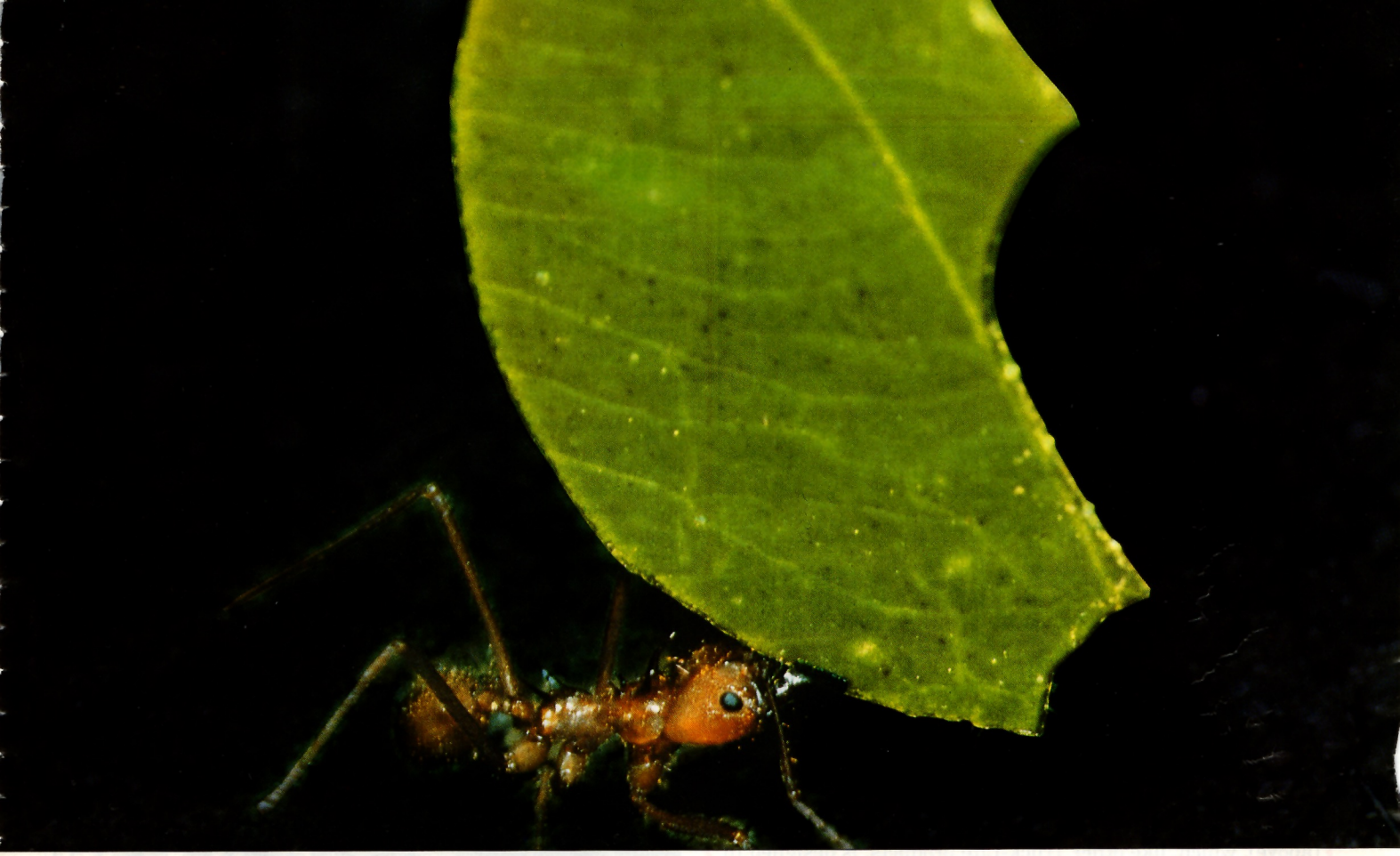


THE COMPETITION

Taking a leaf from the ant's book, the Dennis Javelin is designed for high load carrying capacity, low weight and tireless hard work.

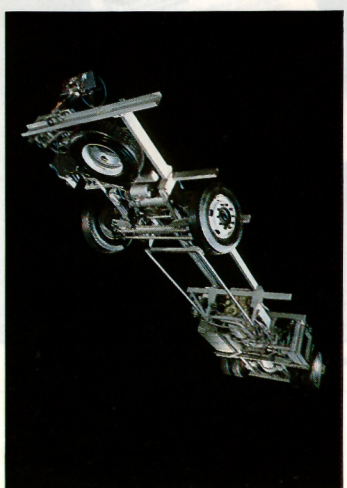
Admittedly it takes more than a drop of nectar but the Javelin is far from thirsty – typically using only 90% of the fuel needed by more conventional designs, whilst more than covering the ground.

There's a longer-legged version too. The latest Javelin GX has an even better power to weight ratio for cruising effortlessly through the most punishing jungle – the world's highways.

Unlike the ant, all Dennis designs have advanced steering, braking and suspension from the same team which produces the celebrated Dennis fire engine range – so roadholding, durability and safety of the Dart, Dominator, Lance and Javelin are unsurpassed.

It all adds up to more passengers, more luggage, more economy and more revenue.

Put a sting in your tail.
Choose Dennis



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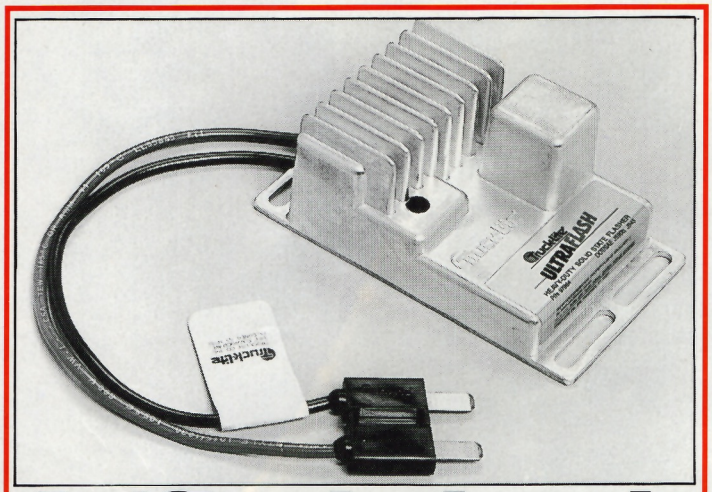


A 'flashy' unit from the USA

THE latest heavy duty electronic flasher unit on the European market comes from the USA.

Truck-Lite, of New York, has launched its Ultraflash (above), which, like other Truck-Lite products, is designed to provide long trouble-free service and cost savings to operators.

It is particularly suitable for applications involving higher than average usage of direction indicator/hazard warning lamps and comes with a conditional five-year warranty.

Ultraflash is genuinely a heavy duty unit incorporating a rigid die cast aluminium housing containing solid state electronics sealed in a high heat dissipation expoxy compound. It will operate up to 32, 32/3 candle power bulbs at 24 volts with a maximum current level of 35 amps.

It features a unique 'bi-polar' plug which allows reverse polarity operation and protection.

Truck-Lite's European office is in Northwich, Cheshire.

New sanders for many applications

THE new I-R 350 series of random orbital and orbital air sanders (below) has been launched by Ingersoll-Rand to meet a wide range of bodyshop applications.

They feature non-lubricated operation based on a rotor and vanes manufactured from an engineered composite material.

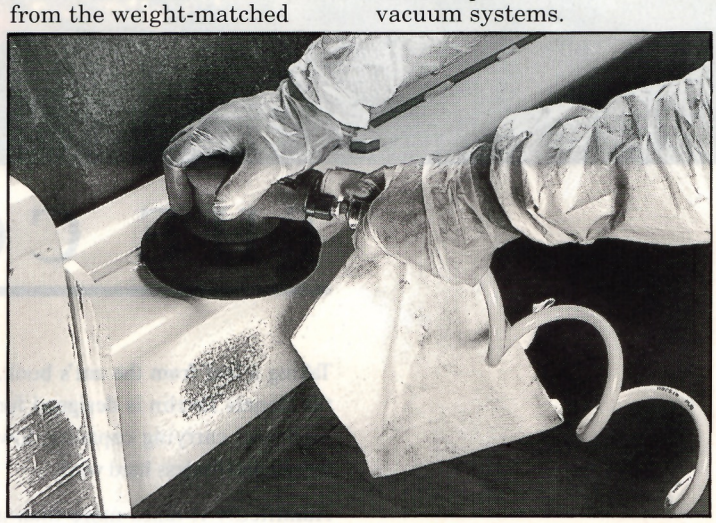
Advanced ergonomics are incorporated in the design - different sizes are available and the overall shape conforms to the human hand.

Low vibration levels result from the weight-matched sanding pads and counterbalance design. Operator fatigue is lessened further by the low weight of only 5.1 kg.

The new sanders have dual around-the-edge and through-the-pad vacuum extraction, maximising the removal of dust from the work-surface.

A self-contained model includes a vacuum hose with adaptors and a dust collection bag.

The alternative 'vacuum-ready' models connect easily to other portable or central vacuum systems.



A handy guide to 'Do's and Don'ts' in the workplace

DEB'S new handy wallet-sized skin care card, listing vital 'Do's and Don'ts' of skin care in the industrial workplace, is proving very successful with both employers and the workforce.

The card, produced in association with RoSPA, provides an 'at a glance' checklist of seven things to help prevent occupational dermatitis and six others which should definitely be avoided.

It is designed to be kept near to hand in wallets or purses.

You can get a free example of the Deb cards by ringing 0773 822712.

SIKA has the solution

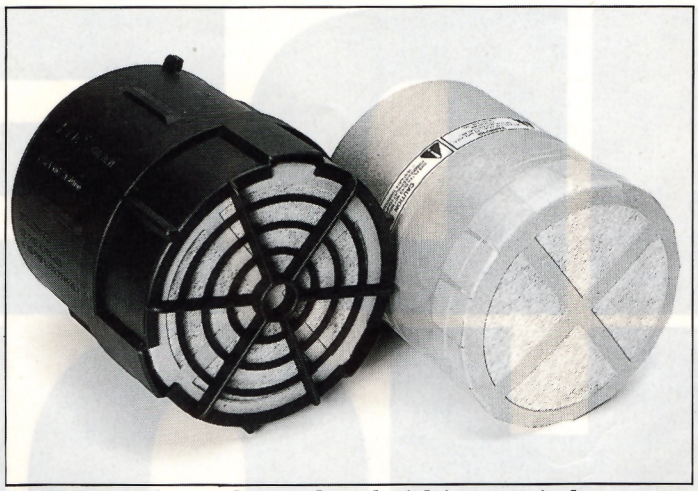
SIKA, of Welwyn Garden City, has a solution for operators looking for a quick turnround of repairs involving bonded joints.

Bonding with flexible adhesives/sealants is increasingly common for direct glazing, seam sealing and bodywork jointing in both assembly and refinishing.

Sika's Sikaflex Technique range of polyurethane based flexible adhesives/sealants covers varying requirements.

Three one-part adhesives make the fixing of vehicle windows a fast and easy process. All are claimed to have excellent adhesion and require just one cleaner/primer.

Swedish company stops you having an exhausting time



EHC's new exhaust cleaner does the job inexpensively.

AN exhaust cleaner from EHC, of Sweden, solves the exhaust fume problem in workshops without the need for expensive fixed extractor units.

The cleaner comes in a box which is slotted onto the exhaust tail pipe. It has a handle for ease of connection, is non-sensitive to humidity and can be connected to most exhaust pipes thanks to a flexible connector.

It is ideal for temporary driving indoors. Not only does it give maximum flexibility, but it starts working immediately as it needs no heating up.

EHC says each 4.3 kg L20 box (suitable for commercial vehicles) has the capacity for 30-60 starts and moves.

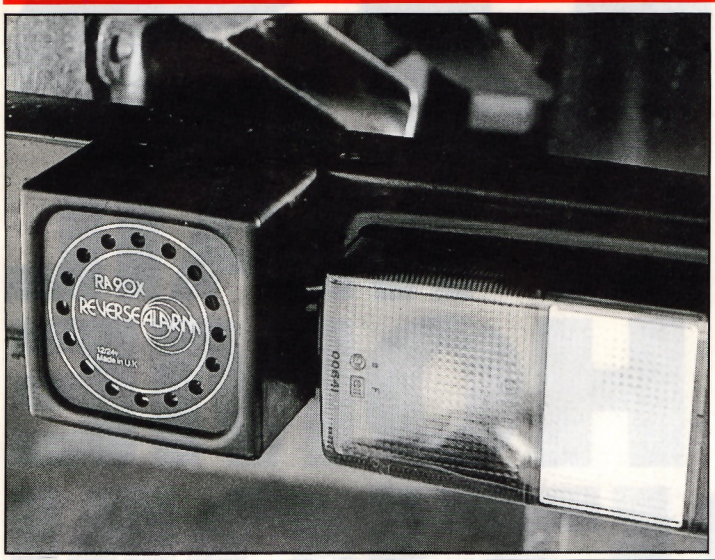
It is claimed to separate 99.92 percent of all particles measuring 0.1 micron or more. These include: oxides of nitrogen (NOx), sulphur oxides (SO), hydro-carbons (HC), aldehydes (RCHO) and carbon monoxide (CO).

The company adds: 'Most workshops in the coach industry do not have a 'gas' problem, but they do have exhaust problems which consist mainly of smells. The size of most particles, 80 percent of exhaust gases, is between 0.1 and 0.4 microns - the size of the smallest particle visible to the human eye is about 20 microns.

'One litre of exhaust gases from a diesel engine contains about 85 million particles.'

The EHC Box allows operators to remove a significant health risk to employees otherwise exposed to large amounts of mutagenic, carcinogenic and allergenic particles.

It is supplied by exclusive UK distributor, Metro Equipment, of Sutton.



Alarm is targeted at coach operators

IMPROVED specification, life-time guarantee and lower than average prices are among the main features expected to appeal to coach and bus operators using the new RA90X ReverseAlarm from Bignall Lubritec, of Darlington.

Other advantages include single hole fixing, increased speaker reliability and an improved EPDM rubber housing for better durability.

The housing is fully resistant to salt, pressure washing and steam cleaning. Bignal's RA90X unit is a dual 12/24 volt alarm of 90/95 dBA output designed for simple two wire connection into the vehicle's reversing lamp circuitry.

'Night Silent' is a standard feature and an optional cab mounted switch gives manual override for up to three minutes.

Route planner gets enthusiastic welcome

OPERATIONS managers are giving an enthusiastic reception to the latest release of AutoRoute Plus from business planning software specialist, NextBase.

AutoRoute Plus is a modular package which runs on inexpensive personal computer hardware. Its advanced route-planning and optimisation facilities automatically calculate routes for journeys with up to 100 stop-off points.

Details of roadworks, and driver knowledge of road conditions can be taken into account, and regular journeys can be stored for recalculation as road conditions change.

Journey cost and time information is calculated for all routes, based on information entered by the user about vehicle type, speed on various classes of road, and running expenses.

The cost data allows the expenditure for using different types of vehicles for a particular journey to be determined. Route and contract profitability can thus be easily assessed, and immediate quotations supplied to potential customers. Subsequently, predicted costs can be compared with those actually achieved, improving financial control and highlighting problems before they become serious.

Detailed route timings, which automatically allow for drivers' hours regulations, make it easy to schedule arrival times and pick-ups.

Operators can add their own data, such as detailed directions right up to a customer's address, contact names and opening hours of excursions and tour venues.

AutoRoute Plus is available in versions which cover Great Britain, France, and the rest of Europe.

Recommended price for the standard, single user UK and French versions is £345 plus VAT.

The European version is priced at £945, including the database and optimisation modules.

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Contact .....

Address .....

.....

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Postcode ..... Tel No: .....

Next move crucial for Dennis

Five years and three new products have transformed Dennis into a major player in the PSV industry. But its next move will be critical to its long-term success. What will it be?, asks Mark Barton.

THERE'S a new mood among the Dennis senior management at Guildford nowadays. And, considering the Trinity Holdings' subsidiary is the only mainstream bus and coach chassis maker in Britain, the mood in question is very un-British. For it is one of pride and confidence. Pride in a job well done and confidence in an ability to continue doing the job well.

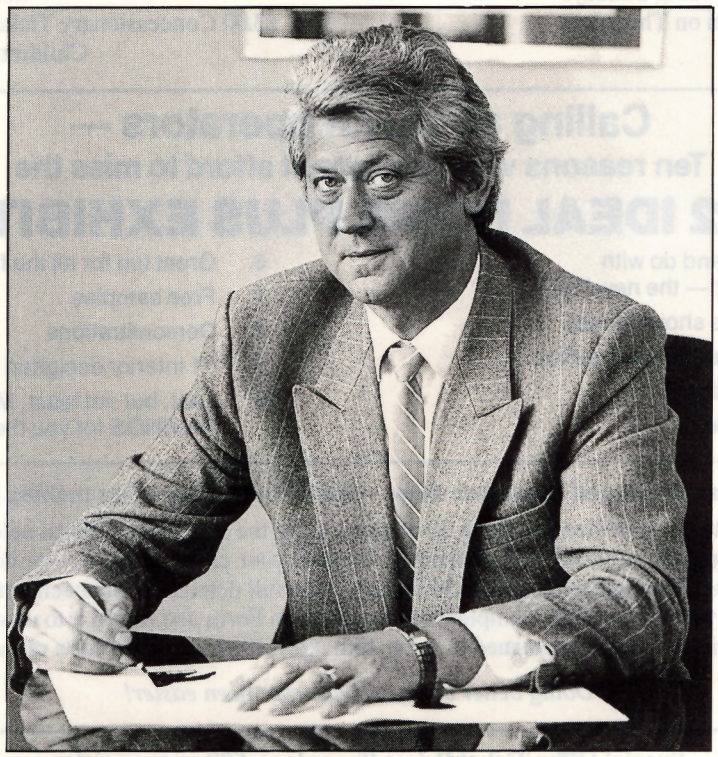
The really new part of the prevailing management mood is confidence. Dennis has always been proud of its achievements and that pride has been personified by managing director, Stephen Burton. Since Dennis launched the Javelin in 1986, he has been telling everyone he could that the Dennis company, its products and its design philosophy are something special. The difference is now that people are beginning to listen to him and to take him seriously.

Evidence for his claims, now being broadcast equally as fervently by new recruit Vernon Edwards and chairman and chief deal maker, Geoff Hollyhead, is there for everyone to see. The SMMT bus and coach sales figures say it all. The language is numbers, but the message is the same: Dennis is winning.

Out of the 1,686 PSVs sold in the first 10 months of this year, 354 or 21 percent were built by Dennis. That comfortably beats Euro-giants like Scania and DAF. Only the mighty Volvo sold more.

Just five years ago, it was a very different story. In the whole of 1986, Dennis sold only 60 vehicles in the UK, which accounted for a mere three percent of the market. Six other companies sold more.

The rapid growth in sales has had a correspondingly beneficial effect on Dennis' bottom line. Last year, the company returned over £1 million in pre-tax profits. This year, for the 12 months to the end of January 1992, Mr Hollyhead is confidently predicting £2.25 million.



Geoff Hollyhead: a deal maker with confidence.

Detractors of the Dennis success story point out that the success is based on the company's Dart chassis. Available in 8.5, 9.0 or 9.8-metre lengths, it is a mere midibus, sales of which should not be compared with sales of full-size vehicles. It is, in effect, competing in a different market.

That argument stretches the good nature of Dennis men to the limit. With barely concealed irritation, they point out that, far from competing in a different market, they have created a new market. And, now that the Dart is threatening to achieve dominance for Dennis in Britain and will spearhead its imminent move into Europe, others are beginning to see it that way too.

Some, like the manufacturers who circulate registration statistics of full-size vehicles only to their executives, still cling to the traditional view. But others are sitting up and taking notice.

Volvo, which arguably has the most to lose, has been the first to react. In just 18 months, the Swedish giant has developed, launched and won orders for the B6R, a *'me too'* midibus derived from its FL6 truck. That is the reaction of a company taking the market-creating abilities of Dennis very seriously indeed.

The big question now for Dennis must be: what next? The Javelin, the Dart, launched in 1988, and now the Lance have been the products of the same, vigorously-applied design rationale - keep it simple and offer the customer major benefits at an affordable price. It has been a very successful formula.

But, the pace of technology and operating requirements change rapidly. Back in 1987, a myriad of minibus manufacturers and converters were struggling to keep up with demand. Most of these registrations were not compiled by SMMT, but the society's statistics for that year do show that MCW sold over 500 Metrorider minibuses.

Four years later, the minibus boom is all but over and MCW no longer exists. How long will the purpose-designed midibus boom last?

Dennis can see at least another three years ahead of healthy midibus sales. After all, thanks to Stagecoach, Go Ahead Northern and London Buses, the combined order books of Dennis and Volvo have some 400 units written in for build and delivery over the next two years.

The Lance will take Dennis into the full-size single deck market and the vehicle has got off to a flying start with orders for 16 and 24 from London Buses and Kowloon Motor Bus respectively. But, although the single deck citybus market is growing, it is becoming more and more competitive.

The Lance is not as radical as the Dart, but it certainly carries on the Dennis design philosophy: at £45,000 it is competitively priced, yet it uses proven components, is simple for bodybuilders to build almost completely flat floor bodies on and, because of its low weight, should be economical to run.

Lance is also the third new model to come out of Guildford in the last six years. Dennis is already understood to be working on another new project, which, true to the launch-every-two-years form set so far, it expects to unveil late in 1993.

Dennis is promising more innovation, but is keeping tight-lipped about exactly what the new project is. One thing is for sure, the new vehicle will be critical to Dennis' long-term success.

At the launch last week of the first bodied versions, from Alexander and Plaxton, Geoff Hollyhead jokingly said the new vehicle could be a double-deck version of the Dart. With tongue slightly in cheek, he said it would be typical of Dennis' ability to come up with a vehicle that maybe wasn't conventional but that answered operators' problems with a cost effective solution. A small, manoeuvrable double-decker could attract buyers.

I think he was joking.

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...the NEC ...inister of ...that the ...stimulate ...y. ...a number ...including, ...s on bus ...that the ...use would ...d of the ...onse to ...usiness ...t the ...at the ...ling to ...

The Minister meets the Press at Coach & Bus '91.

We want to stop the few "cowboys" ... the case for access for people with disability ... the introduction of ...

A NORMALLY shy creature which comes out mainly at night to sip the dew, the Ant Hawk *(Martus editorius)* is seen here (centre) caught in the camera's flashlight.

Such glimpses are rare but this little chap can be tempted out into the open with an offering of Freeman, which he gobbles up then regurgitates later for his readers.

After this momentous event, the Ant Hawk flew south to take part in an amazing nuptials' ceremony with the rather less shy *Joannicus Moorrus* after which he's expected to take a well-earned rest back at work.

Thanks to the BCC's *Platform* magazine for this rare picture.

Complaints should be addressed to the *Coachmart* editor.

Och aye it's the karate kid...

THE WORLD Travel Market always turns up a few surprises. And none more surprising than the sight which greeted *Mealstop* on the Silver Coach Lines stand at Olympia.

Vast managing director, Ivan Ford, was assuming a new Scottish heritage and wearing a kilt... somewhat alarming.

Notwithstanding his apparent change of nationality, he then thrust an unfamiliar brochure into *Mealstop's* hands.

'What do you think of that?' he demanded. *Mealstop's* immediate thought was that he had sold his entire fleet of Setras to Nissan.

But no. This was the Japanese imitation of the Scottish original, which markets Silver Coach Lines directly to Tokyo.

How they advertise in Japan.

Of course, *Mealstop* knows absolutely nothing about the language. To him, it all sounds like gobbledegook.

And he's not much better on Japanese.

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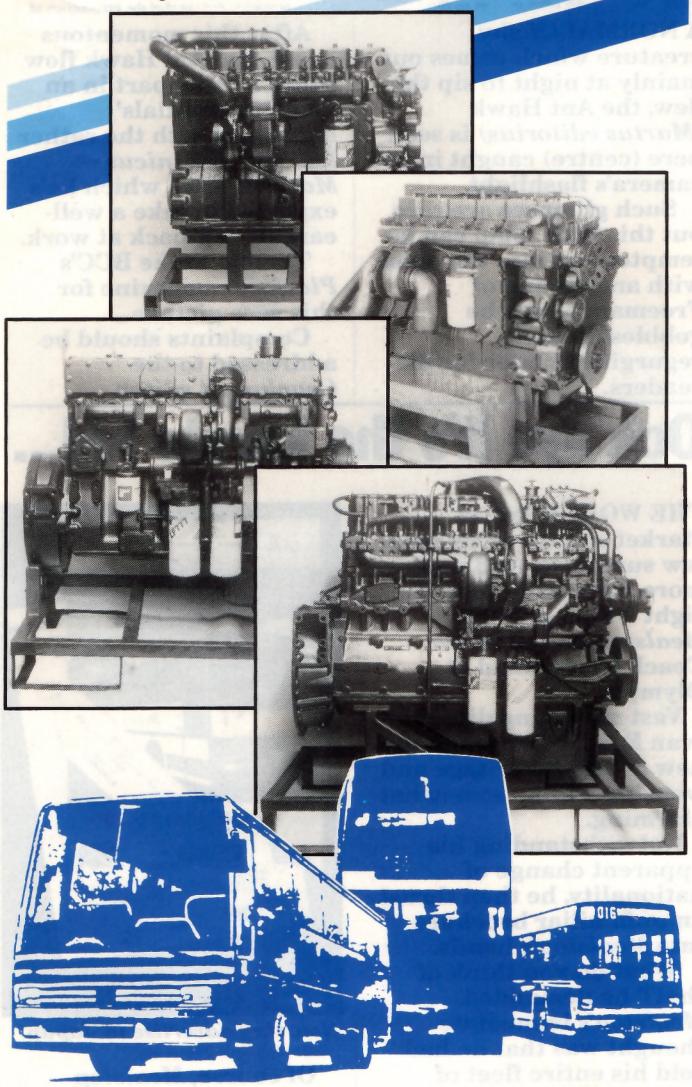

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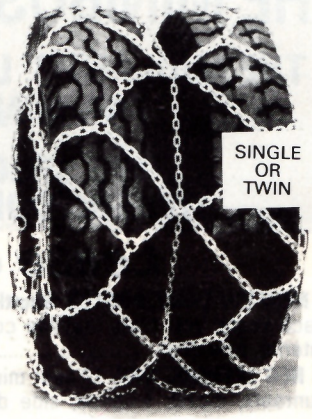

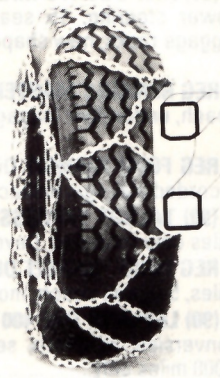

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Laycock	8T	4	23ft	**£3,250** + VAT

*Includes wheel free system
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Not everyone wants music thrust on them

From L H Markham

SIR

I refer to your *Mealstop* columnist's comments in the November 14 issue which display attitudes so totally out of touch with passengers' requirements that I do despair of some aspects of our industry ever getting it right.

Has the writer not the wit to understand that the type of vehicle which is ideal for long-distance, high-speed, motorway/autobahn touring is likely to be far from suitable for the village requirements of a local bus service?

I do not propose to elaborate here on the requirements for a local, and particularly village, bus as opposed to a motorway coach, but those of us who strive to be rather more professional in our approach will clearly understand these requirements.

You do yourself a great disservice by publishing such nonsense, and discredit both our industry and your magazine.

I can only conclude that *Mealstop* is written by one of the T-shirted brigade of drivers who think that high-spec is all, and that all his passengers delight in having music thrust upon them at every opportunity.

L H MARKHAM
AREA MANAGER
THE SOUTH WALES TRANSPORT CO LTD
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SWANSEA

• The value of Mealstop's 'wit' is subjective but it is intentionally 'nonsense' - Ed

Send your letters to:
The editor, *Coachmart*,
EMAP Response
Publishing Ltd,
Wentworth House,
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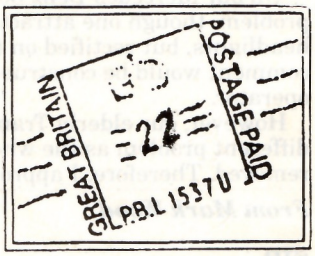
or by fax: 0733 62656



The editor is always pleased to receive letters for publication in *Coachmart* and will, if requested, publish these anonymously. But please attach your name and address for our own information.

Colour pictures can boost your business

From Martin Hill

SIR

Our attention has been drawn to the recent correspondence about transparencies, and in particular, to the letter from Andy Grout, one of our valued clients, in *Coachmart*, November 7.

Focus 2 is a small independent picture library with about 12,000 transparencies of holiday destinations throughout Britain and the rest of Europe.

We believe we are the only picture library which specialises in the coach holiday market, and all our pictures are high-quality originals.

More and more coach holiday operators are realising that high impact colour pictures really do sell their holidays. The most successful brochures are built around the pictures, and do not incorporate photographs merely to fill gaps in the text.

We supply transparencies to coach operators, leading wholesalers, like Aladdin Tours, and to design and print companies.

Our rates are much lower than the London libraries, and we would welcome enquiries from any of your readers.

MARTIN HILL
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SOUTHAMPTON

BCC gives its backing to CTC

From D R Watson

SIR

May I take this opportunity to say that BCC is solidly behind the Coach Tourism Council in its efforts to raise public and media estimation of coach travel *(Coachmart*, November 28), and compliments CTC, and especially the tireless chairman Gerry Topiol, on their achievements over the last two years.

Events such as 'Coaching for Pleasure Day' have given coaching, not merely a first-class public image, but have raised the industry's own image of itself - a most valuable benefit in these hard-pressed times.

In the light of this, BCC

BUS & COACH COUNCIL

is delighted to be working with CTC to create a national framework against which local operators can take their own initiatives, effectively or individually, targeting their customers - potential as well as existing - and their local media.

D R WATSON
DIRECTOR, PUBLIC AFFAIRS
BUS & COACH COUNCIL
SARDINIA HOUSE
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LONDON

Marksman's views are enlightening...

From Gerry Hopkins

SIR

I have read *Marksman's* comments on PSV headlight beam testing in his Questions & Answers article on November 21, but I can concur that our local test station at Purfleet are allowing beam setting during the test providing the setting can be efficiently carried out.

On our Mercedes-Benz 609/814s this has not been a problem, though one attracted on the pass sheet a comment on headlights, but rectified on test! I do not think that this sort of comment would be construed as a 'black-mark' against any operator.

However, our elderly Transit contract bus was a slightly different problem as the whole front grille would need to be removed. Therefore, I approached the local garage management of an operator of large red buses, who also are licensed as a PSV test centre, and for the price of a small drink to the fitter, was able to set the beams correctly. Next day at Purfleet it passed with no problems.

I would therefore suggest that if readers find this part of the test a problem, they also use an operator with the correct equipment, or perhaps ask their local Vehicle Inspectorate if, for a small fee, they could use the test station facilities the day before.

GERRY HOPKINS
COMMITTEE MEMBER
SOUTH ESSEX COACH OPERATORS ASSOCIATION
VANTAGE COACH HIRE
201/201A NORTH STREET
ROMFORD
ESSEX

... and generate some new ideas

From Mark Wood

SIR

Just a line to let you know that a recent 'On Target' article has stimulated my brain.

I think it contains some excellent ideas, particularly if we help fill coaches off-peak and secondly, and more importantly, if we can tempt car owners to try coach travel, and therefore expand our market.

Whether we retain extra business will be determined by the quality of our product, as clearly in the cost arena we are second to none.

My own idea coming out of the article is to attempt to negotiate with the multi-storey car park near our main excursion picking up point and offer the convenience of free car parking on selected departures - (meaning that we pay the car park fee).

That achieved, the pressure will be on us to get it 100 percent right on the day.

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Payments for *promised* business poses a problem

Q WE have been approached by an organisation which promises to direct groups of businessmen from overseas to us for packages of transport, accommodation and entertainment.

The snag is that this organisation requires us to pay them an advance fee of £698 to go on their register.

Our question is this: Could we demand repayment of the registration fee if the promised work does not materialise?

TM, Warwickshire

a WHAT promised work?

If, as I suspect, all that you would be promised for entering into a contract of this kind is that they would direct to you any such enquiries they may get for this kind of work which would be in your area, they would not be in breach of contract if they had no such enquiries and directed nothing to you.

If you want to proceed with this at all, my advice would be to think of the £698 as an advance commission payment.

If you consider that the prices you would charge would allow you to pay 10 percent commission and still make a worthwhile profit you could agree to proceed subject to a written contract which guaranteed you at least £6,980 worth of work over a 12-month period, failing which you would be entitled to a pro-rata refund of the 'registration fee'.

If the particular organisation you name will not agree to something of this nature I would not even consider doing business with them.

QUESTIONS answers

Questions on any aspect of coach operation that is giving you problems should be sent to: Marksman, c/o *Coachmart*, Wentworth House, Wentworth Street, Peterborough, PE1 1DS, or by fax: 0733 62656.

Q WHEN a driver uses the split daily rest (as in your answer to a question in *Coachmart*, October 24) when does his driving day end and what is the maximum spreadover?

MKE, Yorkshire

a I DO not quite follow the first part of the question but it will perhaps help if I explain the EC regulation.

Neither 'day' or 'spreadover' is defined in the regulation but it is clear that a day is a period of up to a maximum of 24 hours during which the driver must have a daily rest period. When he is taking this as one, 11-hour, block, this then leaves a maximum of 13 (24 minus 11) as the permitted spreadover.

Daily rest can also be split into a maximum of three blocks, one of which has to be of at least eight hours and the other(s) of not less than one hour, but when rest is split in this way the daily total has to be increased to 12 hours. The regulations say nothing about the order in which these blocks must be taken, i.e. there is no need for the eight-hour block to be at the end of the day. Provided that actual driving limits are not breached it is, for example, possible for a driver to start a 'day' with two hours' rest, take eight hours in the middle of the day and then end the 24-hour period with two hours' rest. This example gives a 'spreadover' between the two, two-hourly, rests of 20 hours. It could be even longer with a different split rest pattern.

Although applying the split rest in this matter may seem outrageous and is more generous than the examples in the Department ot Transport's brochure on driving hours, the words of the regulation have not been challenged in the courts. The regulation simply states that 'In each period of 24 hours the driver shall have a daily rest of at least 11 consecutive hours (or 12 hours if rest is split).'

Q CAN you please explain to me exactly what ABS is?

BMT, Cornwall

a APART from the fact that a skidding vehicle is one which is, in reality, out of control, it is also technically correct (although not recognised in practice by some drivers!) that braking efficiency is actually lower when a tyre skids on a road surface than that achieved by maximum speed retardation consistent with retained traction.

Anti-lock Braking Systems (ABS) actually have a device which senses when a wheel is locked and actually releases the brake just enough to allow traction, and thus restore maximum braking efficiency.

This non-technical answer should not be taken to over simplify the actual operation of ABS. Fitters who work on ABS systems must have the necessary skills and knowledge to ensure the correct and proper application of this advanced technology.

Q IT IS a common practice in the industry for drivers to work without pay on hires, especially tours, for clubs or organisations in which they have friends or are members. Is this strictly legal?

KCT, Lincolnshire

a THIS is a wide ranging question: Drivers will have to comply with driving hours. There may be an insurance angle, but most policies cover employees and persons driving with the consent of the insured. In any case, for this and employment law purposes, the fact that an employee may, at a particular time, not be in receipt of wages, would not, as far as I am aware, take away his overall status as an employee.

From what I know of this sort of thing, the driver is likely to be in receipt of something more than a normal tip from his party in lieu of wages - perhaps a free holiday for his family. This is a benefit in kind which both he and his employer (there is a question on the annual P35 return) should declare to the Inland Revenue.

Don't miss the next Question Mart on December 19

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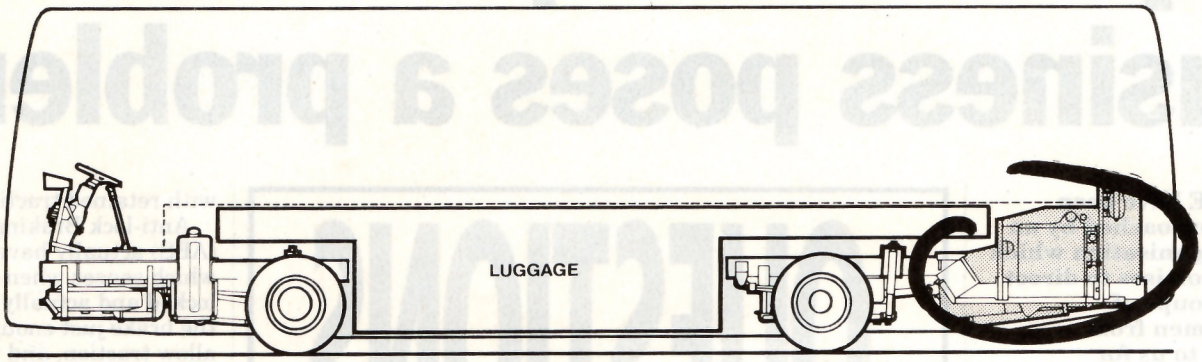

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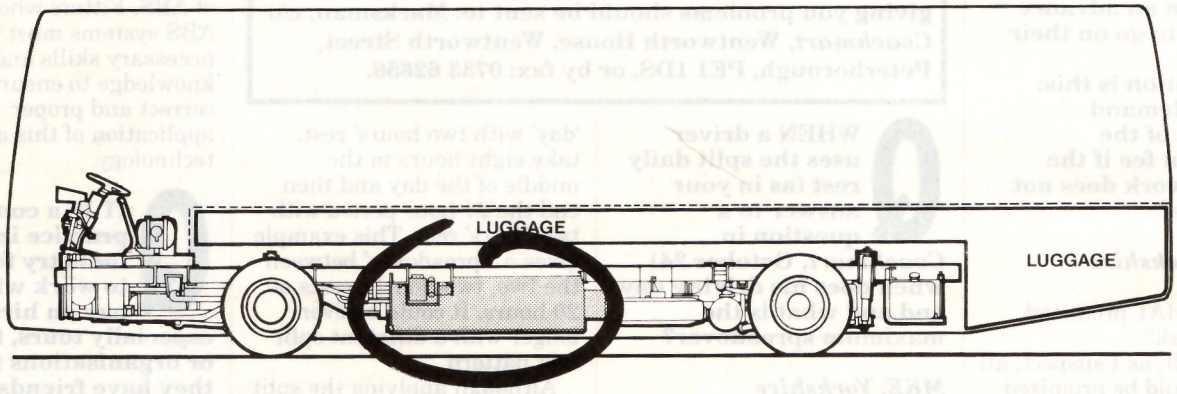

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MAIDEN VOYAGE FOR SCANIA'S FLAGSHIP

Extra space created by adopting independent front suspension gives Scania new strength in the super-decker market. Mike Morgan is the first to put it to the test and finds the beauty of the beast is more than skin deep.

NEW double-deck coach sales came with a flourish, then all but fizzled away.

As coach sales slumped it was inevitable that the most extravagant excesses of the 1980s would suffer. But there are still buyers out there with an eye for quality and an eye for economies of scale.

Take Harry Shaw, of Coventry. Former dairy man he may be, but he is also a buyer of new coaches. As if to emphasis the point he has just put his name to the most expensive coach yet to be tested by *Coachmart*. There's a price tag to take your breath away - £211,000.

How can he justify that sort of cost? After all, it only carries 74 passengers and after three years, if everything goes to plan, this people-carrier will be back on the market.

Before you get your pocket calculators out and juggle with a few financial truths, consider what is on offer. It is Scania's top to the range model. A high powered tri-axle with ABS, and CAG. Its first with independent front suspension.

Add Van Hool's quality coachwork finished in a unique block-rainbow paint scheme for October's Coach & Bus show and you have a machine which couples high earning potential to high residuals.

Used 'deckers are already in short supply, but low sales in recent times can only boost premium prices.

The seating capacity is crucial. This coach is destined for Spanish holiday work, and in that game operators have to cash in on revenue per seat - once you've met your costs, then every extra seat is pure profit.

But it needs the right sort of vehicle to carry off your punters without complaint. On that type of journey they will certainly let you know if something isn't up to scratch.

Although the customers must be paramount in operators' minds, there are certain other key people who will be quick to bend your ear. Not least of which are the drivers, couriers, fitters, accountants, booking clerks, cleaners - in fact everyone in your organisation who is directly or indirectly involved.

Harry Shaw is a seasoned campaigner who knows what he wants.

Harry Shaw's one-off rainbow livery sets the super-decker apart from the crowd.

His vehicle specification bears all the hallmarks of someone who has been there before.

By buying new he gets a coach to H's own spec. There are no compromises which hinder the efficiency of his operation.

It's only a matter of time before other players in the shuttle market have to put their faith in 1992 and beyond. When contemplating what to buy, they will do well to look at the way H likes it.

Build

Without putting too fine a point on it, this Van Hool Astrobel-bodied Scania is the biggest coach to be put through *Coachmart's* two-day road test. However, it is far from extravagant.

It would be wrong to suggest that equipment levels are basic. Yet there is a lack of frills. Instead of curtains, there are blinds. Seats are fitted with footrests and two armrests, but not ▶

PERFORMANCE

Gear	Ratio	Speed	RPM
1 (1L)	9.89:1	8 mph	2,100
2 (1H)	7.29:1	11 mph	2,100
3 (2L)	5.22:1	16 mph	2,100
4 (2H)	3.85:1	22 mph	2,100
5 (3L)	2.94:1	28 mph	2,100
6 (3H)	2.17:1	38 mph	2,100
7 (4L)	1.78:1	50 mph	2,100
8 (4H)	1.36:1	60 mph	2,100
9 (5L)	1.31:1	68 mph	2,100
10 (5H)	1.1:1	70 mph	1,900

RPM at speeds in top gear	
30 mph	800
40 mph	1,000
50 mph	1,300
60 mph	1,600
70 mph	1,900

Acceleration	
0-30 mph	12 secs
0-40 mph	18 secs
0-50 mph	26 secs
0-70 mph	60 secs
50-70 mph in top	36 secs

**Lowest comfortable speed in top gear: 26 mph*

The CAG gear selection manual override. This will be attached to the driver's seat on all subsequent models.

◀ ashtrays or magazine racks.

Perhaps most surprising is the way H has utilised the space vacated by the front beam axle.

Instead of central gangway down to the cockpit area, Van Hool has cleverly constructed a bunk across the top of the wheel arches with crew storage underneath.

During daylight, the bunk sides collapse so that passengers have uninterrupted forward view, but at night up come the sides and in climbs the co-driver. As coach driver berths go, this one is spacious and comfortable, even if one side kept falling down during the test.

There's another spin-off from this layout - one extra seat across the aisle.

The chassis spec is impressive and the new suspension a big hit.

Designed to be on top of the job, Scania's K113 tri-axle comes with beefy 363 bhp engine. Turbo-charged and charge-cooled, this motor is critical to making the concept work. With 23.1 tonnes GVW there's no substitute for out and out power - it's a lot of bulk to push through the air.

Because of the low-floor double-deck configuration and the semi-integral construction, Scania does not supply this chassis with manual gearchange.

Instead it offers its high-tech Computer Assisted Gearchange. Scania's route to labour-saving gear shift remains unconventional - there's a clutch, but no gear lever. Now the Swedish boffins have come up with an alternative - the 'Comfort' shift.

This electro pneumatic system is mounted on the driver's seat in the accepted fashion of others on the market who have tried to reassure the driver with something approaching normality - notably Volvo's G7. There are some notable refinements.

Scania's system will be weighted to give feel to the change and it deliberately blocks driver error.

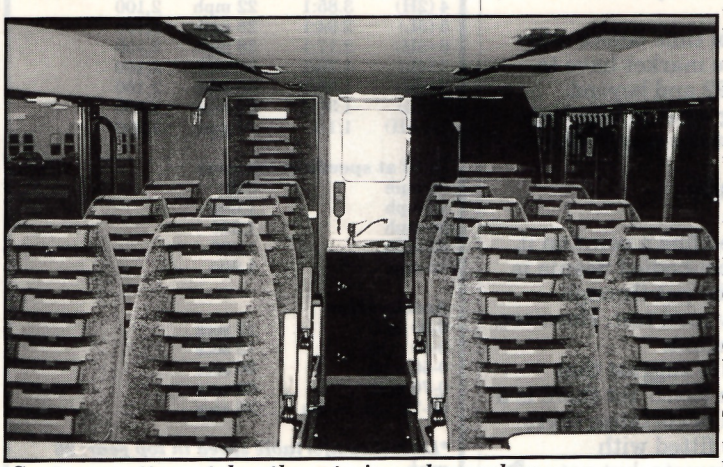
The lever simply won't budge if you try to abuse the gearbox. If the driver tries to slot into the wrong gear there's also a warning bleep.

I took the first 'Comfort' shift fitted K113 on a short test drive which showed that it works well. A large part of the driving effort is diminished. But not to the same degree as CAG.

The scene was now set for the real thing - a full-bloodied two-day test of the CAG-fitted Astrobel.

We don't often get a chance to prove a 'decker on the *Coachmart* test, although the route deliberately avoids low bridges and other obstructions.

Therefore we set out to see how the big Scania compared on the usual circuit. There was no reason to spare the vehicle's blushes.



Seat moquette matches the exterior colour scheme.

SPECIFICATION

Manufacturer:	Scania
Model:	K113TRA tri-axle with independent front suspension
Body:	Van Hool Astrobel 74-seat bodywork
Price:	£211,000
Engine:	Scania DSC 11-18 four stroke direct injection turbo-charged charge-cooled vertical diesel - rear mounted
Power:	363 bhp (267 kW) @ 2,000 rpm
Torque:	1,173 Lbf (1,590 Nm) @ 1,050 rpm
Capacity:	11 litre
Gearbox:	Scania GS771 five-speed with splitter and (CAG) Computer Assisted Gearchange
Clutch:	Single asbestos free dry plate with resilient hub - hydraulic control with air assistance
Retarder:	Telma Focal operated through footbrake and manual control
Steering:	SH40R03 - hydraulic power assisted - steering wheel adjustable for height and rake
Brakes:	Dual circuit full air - split front and rear; spring release parking brake; exhaust brake operated by foot-switch ABS fitted
Drive axle:	Scania R642 single reduction hypoid 3.25:1 giving 70 mph at 1,900 rpm
Front axle:	Scania AMA 61 independent
Suspension:	Full air with ferry lift Front - two bellows Drive - axle attached to two longitudinal beams located by tie rods; four bellows Trailing - located by two trailing arms; two bellows Hydraulic shock absorbers front and rear
Speedlimiter:	Econocruise
Wheels:	8.25 x 22.5 ten stud spigot mounted
Tyres:	295-80R x 22.5

OPTIONS

K113 TRB with front beam axle instead of independent suspension is still available. Standard gearbox is now the new seven-speed 'Comfort' shift with electro-pneumatic control. Consequently, CAG is an option with either the same GR801 gearbox, or GS772 10 speed unit as tested.

DIMENSIONS

Length:	12 metres
Width:	2.5 metres
Height:	4 metres
Unladen weight:	15,470 kg
Gross weight:	23,100 kg

Passenger impressions

Good impressions start with first sight of the Astrobel. Its solid good looks convey a modern, yet dateless image which is admirably offset by the inspired use of colours on a silver base.

Once inside, the hallmarks of quality continue to impress. Everything is sensible and practical. Often with big vehicles it is the small things that matter - it's called attention to detail. Drinks holders and storage pockets for the crew are just two examples.

Silver on the body panels is matched by grey on the inside and the block graphics down the side of the coach are replicated perfectly on the seats and luggage rack underlining... or is it the other way round?

The cheerful moquette together with large areas of glass successfully avoids any risk of claustrophobia in a low-height (four-metre) 'decker. The interior is even more inviting at night where the absence of fluorescent tubes brings a welcome return to the friendly glow of conventional bulbs.

Van Hool's comfortable recliners are well shaped and come with the added luxury of armrests on all window and aisle seats. Our test coach had footrests - a feature welcomed by short legged passengers.

The Van Hool fitment is user-friendly - easily found and easily adjusted. But a tight seat pitch, particularly in the lower saloon brings the metal bar in close proximity to the shins of those with longer limbs.

Space in the new luggage compartment looks generous. However, there is limited baggage space elsewhere. The 17 passengers downstairs only have the under-seat space, whereas upstairs the usual full-length luggage racks are better than average and the bodybuilder has thoughtfully fitted coat hooks on the window pillars.

The top deck is the place to be. It is remarkably airy and very quiet - except for pronounced front air vent wind noise.

Though drivers should note that the ride is less good upstairs when travelling over poor roads. You do feel pitch and roll when otherwise everything seems perfectly stable from the driver's seat.

Independent suspension adds £9,000 to the chassis price. Passengers won't be aware of this, and drivers needn't know, but should they be consulted after a journey, then all will enthuse about the handling and the ride quality.

The big Scania steps forward into a quality era which confronts the coach sceptics. Few family cars can come close to these standards never mind a 15-and-a-half tonne double-decker. It is a very restful vehicle to travel on.

Driving impressions

The story doesn't end here. What else do coach passengers expect? Quietness? Well, 61 db(A) meter readings at 70 mph take some beating. Performance? Deceptive to the last.

The K113 belies its size and weight with highly respectable acceleration times - particularly up to 50 mph. Yet nobody on board will be aware of how good this really is. Even the driver will feel progress is nonchalant until the relentless progess of the tachograph needle is observed. Acceleration into motorway fast lanes takes a little longer than the single-deck equivalent, but once there this coach is like an ocean liner. Put it on course, set the speed and let the 363 bhp engine take the strain.

Unlike a sea-going vessel, the K113 has very good stopping power. With Telma switched through the footbrake initial retardation is smooth and progressive. Give the pedal an extra push and the foundation brakes take over powerfully and effectively.

Scania's steering geometry and power assistance was already good, but the suspension modifications have improved things further. Steering is positive and direct. It contributes in no small way to safe driving.

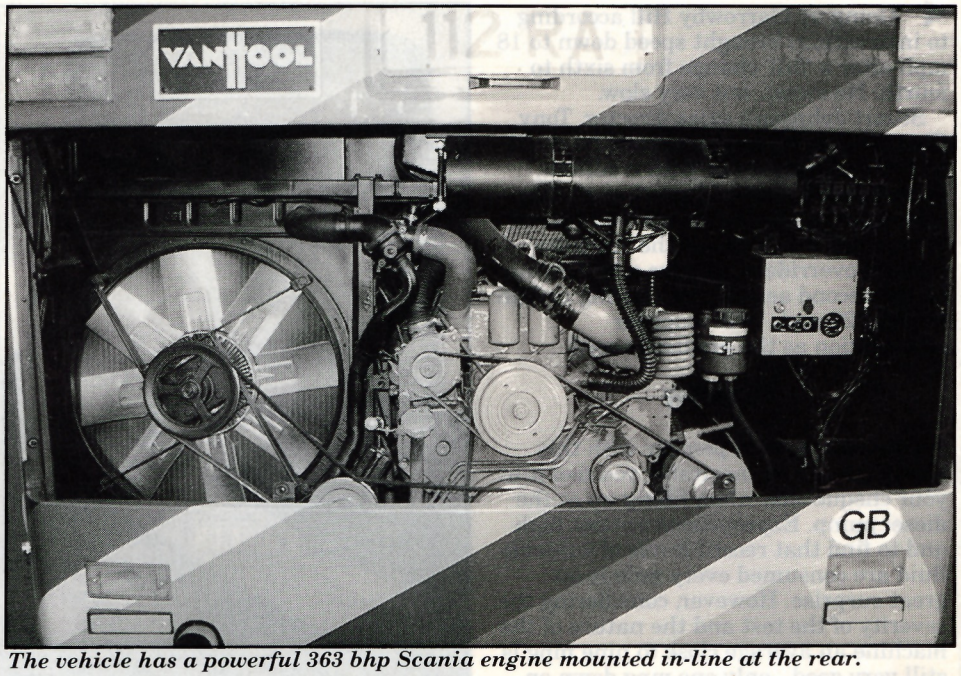
Inevitably the Computer Assisted Gearchange is the focus of attention. Instead of a gearlever there are two dash mounted controls. A rotary switch selects driving mode (reverse/computer 'assist'/'manual' change). These link to a computer which activates gearchanges when the clutch is depressed.

A warning light shows the gear selected while a flashing number suggests a change.

Designed to take the thinking out of gearchanging it represents a considerable technological step forward. On first acquaintance it requires care.

The clutch is still a clutch, but it bleeps when depressed. It must be held down until the air cylinders on the gearbox have done the work which would normally be done by your left arm. A second bleep confirms that the cogs are in mesh - otherwise you're in neutral and have to de-clutch again.

Soon you relax and drive by the rev counter while letting the computer decide which ratio is best. It works perfectly until you come across something the computer has not seen - like a steep hill that suddenly gets very steep. ▶



The vehicle has a powerful 363 bhp Scania engine mounted in-line at the rear.

FUEL ECONOMY

Odometer reading: **start** 2173 km
finish 2725 km
Total 552 km

Section	Fuel used	Distance	Mpg	Ave speed
Trunk roads (A1/York Wolds)	56.95 litres (12.52 galls)	195 km (121.173 miles)	9.678	44 mph
Cross-country (A64/A59)	75 litres (16.5 galls)	189 km (117.44 miles)	7.118	34.37 mph
Motorway (M61/M62/M1)	43.3 litres (9.52 galls)	168 km (104.395 miles)	10.966	62.66 mph
Totals	175.25 litres (38.54 galls)	552 km (343 miles)	8.9	

ROUTE: *Coachmart's* northern test circuit starting from and returning to Stuart Johnson at Claylands Avenue, Worksop, Notts.

◀ Going up Garrowby Hill according to instructions brought speed down to 18 mph after a 'full' change from sixth to fourth. No sweat, but very slow.

Stuart Johnson's sales director, Tony Clayton, was rightly convinced he could do better. So we broke with tradition, turned round, and had another go. The rotary gear selection switch was turned to 'manual' and we used the 'up/down' manual override switch for a half change on the second assault. By staying in fifth we held 22 mph with scope for acceleration as the gradient eased.

Economy

There has to be a penalty with this size of coach and inevitably you feel it in your chequebook when filling up at the diesel pump. Expectations are not high and to find that record levels of valuable fluid are consumed every mile is no great surprise. However, considering the severity of the test and the nature of the machine an average close to nine mpg is still very good - only one mpg down on the K113CRB/Plaxton 3500 *(Coachmart,* May 10, 1990).

Where the beast did surprise was in the wide variation in consumption figures. Nearly 11 mpg on the motorway is remarkable, but seven mpg on the cross-country section brings things down to earth. These figures vary directly with average speed - a complete turnround from the K113 single-deck result where the best figure (10.8 mpg) was on that same demanding A64/A59 leg.

So what is the explanation? Although of the same chassis family, the TRA variant differs in a number of critical

Harry Shaw's Scania K113TRA: cost £211,000.

performance related areas - notably weight which is a full five tonnes higher. Power is also up by more than 10 percent to 363 bhp, and don't forget that brain behind the gearbox.

Garrowby Hill may have defeated the computer, but otherwise its choice of ratio consistently keeps the engine in the green band. It is so dependable that drivers may elect to be relieved of one significant area of decision-making. This we did for most of the test.

Scania's own trials suggest 10 percent improvements in fuel economy with CAG. There is nothing about this road test to contradict that assertion, but keeping the CAG in 'Assist' mode resulted in multiple 'half' changes where a 'full' gear or even staying in the same ratio was well within the engines torque range. CAG with a seven-speed gearbox will be better.

In these circumstances the computer need not get everything its own way. The beckoning light can be ignored or the override used to advantage. This switch will be attached to the driver's seat on all subsequent models.

There are times when the thinking driver will cut down on use of the left pedal and save fuel in the process. Remember the computer has no eyes and cannot respond to the road ahead.

Verdict

By the end of the test this super-decker had spared any blushes anticipated at the start. Given a route free of obvious height restrictions, it showed that it could do anything expected of a single-decker. Indeed there are some areas where it can do better.

Noise levels, ride quality and road holding are its strengths, whereas economy and initial cost represent figures which have to be fed carefully into the business plan.

Operators who can fill seats and maximise vehicle utilisation will make it pay. They have, in this Scania/Van Hool, a ready made king of the road. It is a worthy flagship which will bring few complaints and many compliments.

AT A GLANCE

Ride quality: Excellent, well damped ride which is a distinct improvement on the beam axle. Control of lateral and sideways motion is good, but pitch and roll is more pronounced upstairs where speed seems pedestrian. The independent suspension is a big hit.

Steering: Rock steady and very direct, but with little road feel. The steering wheel is fully adjustable for five rake positions and has a height variation of 40 mm.

Braking: With the Telma retarder switched through the footbrake, braking is very reassuring. The retarder held the coach going down Garrowby hill - though it did get very warm. Although the exhaust brake is effective when the CAG manual override is used to engage low gears for engine braking, it is otherwise superfluous.

Noise: Exceptionally quiet because of effective mechanical noise suppression. However, wind noise becomes conspicuous at speed in the cab area and from the forced-air vents upstairs.

Meter readings - db (A):

	Lower saloon		Upper saloon	
	50 mph	70 mph	50mph	70mph
Front:	66	71	60	61
Centre:	60	66	60	61
Rear:	64	68	60	61

Luggage space: Large baggage hold over the rear axle with off-side walk-in access and additional side hatches together with half-door on the near-side.
Full length luggage racks upstairs only.
There is a good-sized locker in the under-bunk/between front wheels area and the courier has small lockers adjacent to the stairs on both decks.
Useful small storage bins are located next to driver and courier seats.

Security: Combined ignition/steering lock and usual key locks on all doors/hatches.

Heating: The coach is fitted with Webasto and a thermostat controlled system which distributes heat through perimeter radiators on both decks.
Hidden under dash controls together with the demister switch regulate cab area heating.

Ventilation: Forced air ventilation is supplemented by three roof vents upstairs and separate fans for driver and crew seat in the cab where peage window and driver's slider can be used to increase air flow.

Handrails and guards: Left hand grab handles are provided in both entrances. Handrails are situated on both sides of the stairway, but the nearside rail only starts halfway up the stairs and is lower than that on the other side.

Safety: Laminated windscreen - yes ABS - yes
Speedlimiter - yes
Seatbelts - lap belts on exposed seats only. All belts are inertia reel type, but the fitment puts the belt at too low an angle to give correct cross-lap position.

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Weekly report on law and the coach operator by Michael Jewell

Highland Scottish is given local service ban

RECENTLY-privatised Highland Scottish Omnibuses Ltd has been banned from registering any new local services for three months.

Scottish traffic commissioner, Keith Waterworth, imposed the ban following Highland's decision to withdraw 21 services after the majority of its Inverness drivers 'defected' to rival, Inverness Traction. However, the commissioner decided not to order that the company repay over £100,000 worth of fuel duty rebate.

Highland Omnibuses, which trades as Highland Bus and Coach, appeared before the commissioner at an Inverness public inquiry, following a 'bus war' between the two companies in September.

Mr Waterworth condemned the company for failing to keep the traffic area office fully informed about what was going on during its battle with Inverness Traction and criticised it for failing to operate services in accordance with the registered timetables. He said the traffic area had been alerted by Highland Region Council to the fact that Highland Omnibuses was failing to operate as registered.

Archie Roberts, Highland Region Council's transport officer, said he was concerned that the council had not received the statutory 42 days' notice of alterations to services, especially when it had not been given any notification of any other operator who was able to take the services over. In fact the council was told only of the outbreak of the bus battle, and that there would be changes in the company's operations which would take immediate effect, on September 3. Ten days later, on September 13, Highland Omnibuses effectively 'threw in the towel', applying to deregister 21 services in Inverness.

For the company, John Louden admitted that it had failed to operate many of its Inverness services between September 3 and September 13. However, he said Highland could not have reasonably run all the routes because of the unexpected situation that arose after the bulk of its Longman Road-based drivers defected to Inverness Traction.

Traffic commissioner warned the company never again to ignore its statutory duties.

There might have been a delay in informing the commissioner of changes, said Mr Louden, but the company had done everything possible to reorganise its services in difficult and fast-changing circumstances. He reminded the commissioner that Highland Omnibuses had 'lost the bus war' and had been left with a rump operation in Inverness.

Highland Omnibuses director, Sandy Rapson, said that shortly after Scottish Citylink acquired the company in August, he and financial director, Guido Crolla, began a cost-cutting process which they believed was vital to its future. Talks with the unions over changes to pay and conditions collapsed and a pay deal was imposed on drivers.

Suspecting that there might be trouble, the company brought 15 drivers into Inverness from elsewhere in Scotland. However, it was overtaken by events when a flood of resignations, involving 50 of the 67 Inverness drivers, was received on September 3. The company's management had desperately tried to reschedule services with the remaining drivers, and he had personally driven a bus.

Mr Rapson said: 'We were expecting some problems but nothing like what happened. Very unusually there was another company with enough vehicles to run the routes. The drivers who resigned were running those buses for the other company.'

Mr Waterworth said that confusion had reigned for 10 days because of Highland Omnibuses' actions. Trying to obtain information out of the company during that period had been 'like trying to get blood out of a stone'. He felt that Highland Omnibuses had a 'reasonable excuse' for failing to operate the 21 services in accordance with its registered timetables, but said that it did not have a reasonable excuse for failing to keep him in the picture.

He told Mr Rapson: 'You failed to keep me in the picture as you ought to have done. I am perturbed that this went on for a considerable period of time. I regret the frequency of the breaches of registration over 10 days.'

Mr Waterworth noted, however, that despite the chaos no member of the travelling public had complained to the council about the bus services. He said there was no doubt this largely because Inverness Traction was prohibited from charging fares.

Restricting the company to the 78 services it has currently registered for a three-month period, Mr Waterworth warned that Highland Omnibuses must never again ignore its statutory duties.

He said the privatised Scottish bus industry must strictly adhere to the registration process. A vital part of that process was to give an early warning to his office and local authorities of bus service cancellations and other changes, so that the operation, and possible subsidy, of replacement services could be quickly arranged.

Smiths' licence bid is adjourned

A BID for a new one-vehicle O-licence by Philip Smith, trading as Smiths of Stratford, has been adjourned by the West Midland traffic commissioner, John Mervyn Pugh.

In August, Mr Smith was ordered to pay fines and costs totalling £2,150, when he appeared before Stratford upon Avon magistrates, for 21 offences arising out of the fact that he operated using a licence belonging to Ken Rose Coaches after he had forgotten to renew his own *(Coachmart*, September 12).

At a Birmingham public inquiry, Mr Mervyn Pugh said that he was concerned about Mr Smith's good repute as the convictions involved a serious matter of intent to deceive.

Consequently, he intended to adjourn the hearing to enable Mr Smith to seek legal advice.

Asked whether the fines and costs had been paid, Mr Smith said that he was paying them off monthly.

Mr Mervyn Pugh said that his view was that when magistrates imposed a penalty, and it was not paid off at once, it could affect an operator's financial standing.

A penalty was not a commercial transaction. He advised Mr Smith to pay the fines and costs immediately.

If Mr Smith felt that he wanted more time in order to sort himself out, he could withdraw his application and then make a fresh one, advised Mr Mervyn Pugh: 'I do not wish to kick a man when he is down and refuse your licence. It is better for you to withdraw it.'

Weekly report on law and the coach operator by Michael Jewell

Early services' start spells trouble for North Mymms

POTTERS Bar-based North Mymms Coaches Ltd has been banned from operating two local services in The Galleria area of Hatfield, after introducing them before the official starting date.

Eastern traffic commissioner, Brigadier Compton Boyd, has cancelled the registrations of the services concerned and banned the company from using any of its licensed vehicles on those services. He has also banned it from registering any new services, or varying the registrations of any existing services, for a period of two months.

At a Cambridge public inquiry, Brigadier Boyd said in addition to running the services before the 42-day period of notice had elapsed, North Mymms had continued to operate and to take fares even after it had been made clear its request to introduce the services at short notice had been turned down.

Patricia Atkin, an executive officer in the Eastern Traffic Area bus section, said that applications to register the two commercial services had been received on August 22. The company was informed by letter that its request for introduction at short notice was refused. That was the normal policy in regard to commercial services.

Subsequently, a letter supporting the request was received from Hertfordshire County Council. It also stated that other commercial services were operated in the area. In view of that, it was decided not to change the decision refusing the request for short notice introduction.

Complaints were received from Sovereign Bus & Coach Co and Welwyn and Hatfield Line Bus Co, saying that the services had commenced before the correct starting date. The traffic area wrote to the company, pointing out it had information that the services were being operated.

North Mymms: director told not to 'joust' with traffic area.

A phone reply was received from a director, Shaun Saltmarsh, who was very upset and declined to reply in writing. He admitted the services were being operated and fares were being charged. He said in future the services would run free of charge until the official commencement date on October 6. On September 30, a letter was received from Mr Saltmarsh saying fares would be collected only on a voluntary basis and would be donated to an independent charity.

Mrs Atkin and the clerk to the commissioner, Michael Molyneaux, said they had subsequently travelled on one of the services on their way to a county council meeting. There was no charity bucket, the conductor had a ticket machine and there was a notice indicating there was a flat fare of 20p.

As the bus started, the conductor asked them for their fares. There was no indication that there was any option. They paid 40p and were given two tickets.

Mr Saltmarsh said instructions had been given that nobody was to pay a fare unless they wished to. He was trying to create an 'old London Transport atmosphere'. A lot of old London Transport posters were displayed on the buses. He maintained that the sign at the front did not relate to the fares. It was an old London Transport sign which said 'fiddle 20p, pay £20'.

The fare table was displayed where fare tables were displayed on London Transport buses, and clearly stated that fares collected would be used for charitable purposes. Tickets were issued so the company knew how much money it had to donate. It had not yet decided which charity would get it.

Peter Clarke, a Hertfordshire County Council enforcement officer, said he had boarded buses on The Galleria services on September 19, 23 and 25. On each occasion he was not asked whether he wanted to contribute anything, but was charged a fare. He was not given any alternative. He did not recall anywhere where it said it was a 'free' bus or that fares collected were for charity. He was not given a choice, and neither were the other people on the bus.

Mr Saltmarsh said the problem was that the company had been asked to get something moving as quickly as possible by The Galleria Corporation, as the police were worried there would be traffic problems. The services were subsidised by The Galleria Corporation.

He received a copy of the county council's letter after the letter from the traffic area. He had assumed the short notice request would automatically be granted after the council's letter, and that the company would hear to the contrary if the county's plea was not accepted.

Brigadier Boyd said he could not accept the excuse: 'The focus is me, and not the county council for this.'

Mr Saltmarsh said money taken on the services had been negligible. He had wanted to charge so as not to undermine the other local bus services, and The Galleria Corporation had wanted people to contribute. Any money collected was taken off the bill. It had the £427.40 collected in reserve until it decided what to do with it.

Brigadier Boyd said even after it was clear in Mr Saltmarsh's mind that money could not be taken, the company continued to do so. If he could not trust an operator, it became an extremely serious matter.

After Mr Saltmarsh had said that people who travelled should be aware of the timetable and that he knew there was a notice on the bus, Brigadier Boyd said that was not good enough. People had not seen it.

Mr Saltmarsh said the company had kept taking money as he had thought that it was the lesser of two evils as people had already been paying. He felt it was all a misunderstanding. No deceit had been intended anywhere along the line.

Mr Saltmarsh denied he had ever actually said it would be a 'free' bus, saying that his letter stated that payments would be voluntary.

Brigadier Boyd said he found that the company had operated the services without authority for at least 20 days. On balance, he believed Mr Saltmarsh just decided to go his own way. All the evidence pointed to the fact that fares were taken, and not given on a voluntary basis. There was no reasonable excuse.

Advising Mr Saltmarsh to start afresh and deal with traffic area staff on a reasonable basis, Brigadier Boyd said: 'Please in future don't joust or play games with this traffic area.'

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THE PUBLIC COMPANY, OPEN TO THE PUBLIC

Cadbury World cuts choc prices

CADBURY World has responded to criticism by dropping its factory shop prices, freezing admission fees and introducing OAP and family tickets.

The Birmingham attraction was highlighted by *Coachmart* earlier this year after several operators complained about its policies. A reporter visited the attraction incognito and gave his views in the magazine.

Now the massive company in Bourneville - which had 400,000 visitors in 1991, many arriving in the 6,000 coach trips - has dropped shop prices by around 10 percent from January and has revised ticket policies.

The changes were unveiled at the World Travel Market, when the English Tourist Board chairman, William Davis (right), cut a coach-shaped cake to celebrate.

● *Coachmart* will be seeing the changes first-hand.

A full report will be printed in a forthcoming issue.

Boulogne attraction goes for UK market

FRENCH attraction, Nausicaa, is to boost its marketing effort to UK operators following a moderate season.

The Boulogne natural history exhibition, housing huge aquaria and visually stunning displays, says it has had a disappointing summer for UK visitors but will be making a bid for coach business during 1992.

'The total number of visitors was fine but we had hoped for more UK tourists,' said a spokeswoman. 'We will be taking new marketing initiatives in 1992.'

The attraction is perfect for schools, offering language students and natural history students the chance to learn. Some of the aquaria allow children to actually touch the fish, a 120-seat cinema shows films about sea ecology, and exhibits show how trawlers make their catches.

Full details of Nausicaa are available on 010 33 21 30 9898.

A new Man...

THE ISLE of Man Steam Packet ferry company announced new holiday packages and an extended Douglas-Belfast service at the World Travel Market.

The fully modernised King Orry and the Lady of Mann will provide year-round ferry services, including Saturday sailings from Liverpool to Douglas and a longer season for the Douglas-Belfast link. The schedule connects the two so that a through service to Belfast can now be made.

Full details of timetable and fare changes are available from the Isle of Man Steam Packet, Tel: 0624 661661, Fax: 0624 661065.

Grand ol' opry

TAILOR-MADE opera tours of Parma are available from one of the Italian city's travel agencies.

CB Tours has set up tour itineraries in July to see performances of Traviata, Nabucco, the Masked Ball and Messa de Requiem - all operas from the city's famous composer, Verdi.

The four and five-night packages include all tickets to performances - two in each package - linked in with a welcome drink and tour of Parma. Aside from opera, the city is also famous for its ham and its Parmesan cheese!

Prices from Lino Cerri, CB Tours, Tel: 010 39 365 73485, Fax: 010 39 365 73492.

Vineyards are vintage coaching venues - page 33

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SPECIAL COACHMART FEATURE

Leeford leads the way

Tourism editor, Mark Williams, uncovers an excursion opportunity which provides European operators with a big chunk of their business... yet is overlooked by UK operators. Wine tasting is a winner abroad, but with more than 100 vineyards open to the public in the UK, there's a good market right here.

LEEFORD Vineyard in Sussex is the epitome of the English wine scene - a picturesque farmyard nook in rural countryside.

The vineyard, established by the Sax family in the early 1980s, opened its gates to the public only this year but has had an incredible response so far. Now, it is building its own coach park and extending its visitor premises to cope.

The reasons for its sudden success have a great deal more to do with the visitor's love of wine than the coach operator's love of money. Almost every booking has come direct from Women's Institutes and wine circles, admittedly booking coaches simultaneously but cutting out the opportunity for the operator to gain from the rest of the package.

Yet Leeford, like the 100 or so English vineyards open to the public, is perfect coach excursion territory. A visit can be made to fill half-a-day if added to a tour through the beautiful countryside around Battle, a visit to the town itself and any number of other venues.

The South-East's many vineyards are eminently suitable for incoming groups, too. They are a stone's throw from London and the major airports, are true visions of Olde Englande, and offer a subject common to all nationalities.

Leeford Vineyard: perfect coach excursion territory.

Wine tastings are the most popular trip for British tourists in Spain and France, and Leeford says that interest in its wines when exhibited abroad suggests the same thing could work for British operators.

It's a temptation to think that British wines are scorned abroad. In fact, the export market is growing fast despite the premium price. Even at £6.50 a bottle - competing against grant-aided wine producers - Leeford is tempting the Germans. One sip will tell you - and your clients - why this is so.

Leeford has been selling its wares for nine years. It grows mainly German vines and produces three whites and a rose... all very palatable. The 50 acres of farmland includes two Sussex coast houses, fully refurbished this year and likely to house wine-tasting sessions for groups next year.

As far as Leeford is concerned, the visits serve two or more purposes. Clearly, at just under £2 a head including a talk and guided tour, there is money to be made.

But of equal importance is Leeford's need to make the public aware of its wines and simultaneously lay to rest the myth that English vineyards produce an inferior product. Development of tourism facilities might also carry some grant aid, denied for the wine-making process.

Leeford joint proprietor, Pam Sax, is still finding her feet in the tourism business but is very receptive to ideas. At present, planning permission has been granted for a coach park on hard standing, and additional surfaced walkways.

The local village hall can host groups for talks, slide shows, buffets and tastings. For more upmarket groups, there's a top-quality restaurant across the road.

Bookings for Leeford Vineyard can be made by phoning 04246 3183, Fax: 04246 4770.

Meon Valley is within easy reach

MEON Valley Vineyard is close enough to Bournemouth, Southampton, Winchester or Portsmouth to be within excursion distance.

The Hampshire vineyard was established in 1977, producing its first commercial wines in 1982. Now it is established in the English wine market.

Meon is a relative newcomer to the tourism market, and all tours must be booked in advance. But it has recently bought land which it's hoping it'll be able to convert into a tourism area.

Devon is not just famous for its cider...

DEVON may well be best-known for its cider but Down St Mary Vineyard is fast establishing wine as a local product.

Established six years ago, the small winery is an old water mill on the banks of the River Yeo... built to process apples, blackcurrants and pears into country wines and ciders. Owners Tony Sandbach and Leigh Barclay admit little is left of the original workings of the mill, but the grindstones are on view in the garden.

Down St Mary is used to visiting coaches. It's off the A377 Crediton-Barnstaple road and A3072 Oakhampton-Crediton road, signposted Down St Mary. Take the Zeal Monachorum lane at the village green. Parking for coaches is available.

The vineyard opens from 11.30 am to 5.30 pm, but groups can often book outside of these hours.

Talks, tastings, tours or just lunch-stops for picnickers are on offer.

FACE TO FACE WITH THE PAST

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Welsh vineyard opened this year

SIX acres of vines planted in 1986 laid the foundations for one of South Wales' newest visitor attractions, Llanerch Vineyard.

It took until last year for the winegrowers to enjoy the fruits of their labours, but on July 30, the Secretary of State for Wales, David Hunt, finally opened the gates.

Llanerch is the biggest vineyard in Wales, producing Cariad-branded wines of several varieties.

Llanerch has the advantage that it is planned as a visitor centre, and despite a glorious setting, is only a stone's throw from junction 34 of the M4.

The usual vineyard shop is on site, with the addition of a managed woodland nature trail.

Llanerch is open from Easter to Christmas, from 10.30 am to 5 pm.

It charges £2.50 for adults, including a wine tasting, and £1.50 for concessions.

Just off the M40

A SHORT haul from London off the M40, Chiltern Valley makes an excellent stop for tours.

Chiltern Valley's 16th Century Fine Art Barn Gallery, where the tasting takes place, makes it a good attraction.

Prices probably reflect this acumen. A tour and tasting costs £5 a head but a bonus is that the vineyard is open in the evening, with catering provided at the nearby Kings Arms at Skirmett. The price on a combined tour, tasting and evening meal is £15.

Chiltern Valley is close to the A4155 Marlow-Henley road north of Hambleden.

Biddenden has tourism history on its side

KENT'S longest-established vineyard, Biddenden, has traded with coach operators since it began in 1969.

The brewery, near Ashford, provides not only fine wines - grown on 22 acres of vines - but ciders too, the historic nature of the latter business being underlined by a 17th Century apple press on display in the shop.

The modern equivalent handles 16 tons of apples a day in full swing. They go to produce some of Kent's strongest cider and high-quality apple juice.

Like many vineyards, it has its own nature trail, which visitors can use free of charge self-guided, though for guided tours including a glass of wine or apple juice, the charge is a reasonable £1.75 (children over 10, £1).

The shop features traditional gifts, such as local preserves and honey, as well as selling the produce of the vines and apple trees.

Catering can be arranged, but is limited to light lunches and teas unless a long lead time is given. There is a picnic area.

Weekdays, the vineyard opens at 9 am and closes at 5 pm (3 pm in winter, while weekend opening times are 11 am or noon depending on season, closing at 3 pm. Christmas tastings are available until Christmas Eve.

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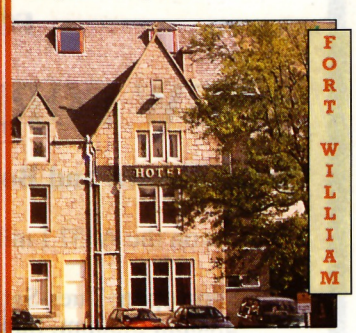

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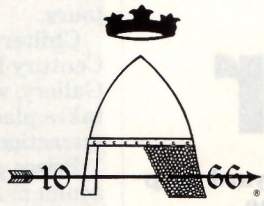
LEEFORD VINEYARDS



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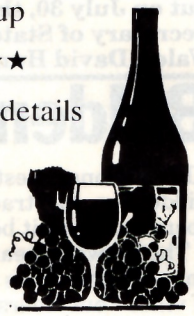

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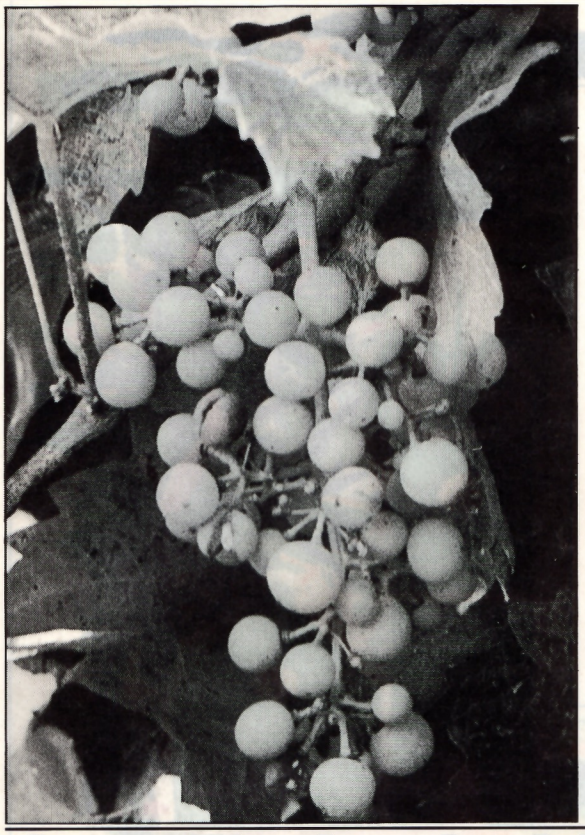

Centuries of brewing history

DESPITE having an 800-year history of wine making, the vineyard at Pilton Manor, in Somerset, was revived only 25 years ago.

Twenty acres of vines now produce up to 100,000 bottles of white wine a year for sale at home and abroad. Back in 1189, wine from Pilton went straight to the Abbot of Glastonbury.

Pilton Manor has the benefit of experience when dealing with groups. It hosts tours, tastings and trips around a nature trail but can also provide lunches and dinners to order, with top-quality catering appropriate for wine circles. The historic nature of the manor itself - it was once owned by Henry VIII - makes it a good choice for incoming groups, too.

As with most vineyards, it all has to be booked in advance, but virtually any itinerary can be catered for.

The well-organised nature trail - price to be fixed - could kill an hour or more on a sunny day, effectively extending a visit. Normal opening times are 11 am to 5 pm, May to September, but special arrangements can be made. Conducted tours are on Wednesdays, Thursdays and Friday starting at 2 pm or 7 pm and lasting around 90 minutes. A typical cream tea would cost around £2.95 a head, an evening meal from £6.50 to £10.50. All prices are under review.

Carr Taylor bubbly beats the French

CARR TAYLOR Vineyard near Hastings is among the largest of the south-east vineyards, and well established with the group tourism trade.

It has 37 acres of vines, producing award-winning wines and a 'methode champenoise' sparkler which has taken on, and beaten, French wines. Though Carr Taylor's wines are hardly a household name abroad, this is a clear indication that incoming groups from Germany, France and Spain wouldn't be insulted by a tasting at the vineyard.

Unlike many smaller vineyards, with whom catering arrangements will have to be made well in advance, Carr Taylor offers 'rack rate' group lunches and dinners combined with a 20-minute tailor-made tour and chance to shop.

These range from a basic Pickers Platter (a Ploughman's!) for £5.50 to a three-course meal for £9.50, all including tour and tasting. The tour alone with a tasting is £2.50 a head (50p off for OAPs). All arrangements must be booked but groups can extend visits into the evenings in summer.

The vineyard is situated north-west of Westfield, on the A28 north of Hastings, with ample coach parking. A wine and gift shop is on site.

Access tight to vineyard

PUT your best driver on any coach visiting St Nicholas of Ash vineyard - by the owner's own admission, the access road is a little tight.

At the end of the journey, though, is a medieval Kent farmhouse overlooked by the 16th Century spire of St Nicholas Church - a setting straight from the England guidebooks.

St Nicholas of Ash is primarily a wine-growing enterprise, so it lacks the frills of more commercial tourism attractions. The tours, though, are very good value at £1.50 a head lasting around 90 minutes. Facilities on site include toilets suitable for the disabled, and a vineyard shop selling wines and gifts. Simple lunches and teas are available.

Halfpenny Vineyard: Ironbridge on its doorstep.

Halfpenny pulls coaches

NEW to the tourism trade but with eight years' of experience in wine-making, Halfpenny Vineyards has the bonus of being one of few Midlands wineries in operation.

The 20-acres of vines provide a large range of wines which win awards. It was the success of its wines in 1990 that prompted Halfpenny to enter the group visits fray. Now, the Bobbington-based farm can cope with coach groups right down to providing tours and meals.

Half an hour away are Ironbridge Gorge and the Black Country Museum, the gorgeous Staffordshire countryside and, nearby, the Potteries with its huge tourism market.

Opening times for Halfpenny Green are 11 am to 5 pm (it is closed Mondays) and noon to 5.30 pm Sundays. Charges for guided tours (available pre-booked at 7.30 pm) are £3 a head, cream teas are £1.50 and a Ploughman's Lunch plus sweet is £4. There are discounts for multiple bookings. Clued up to the coach trade, Halfpenny also provides a meal and gift voucher for the driver.

Unlike many vineyards, Halfpenny is open all year round.

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*Rates given for information only as applied at 225 Campanile hotels, subject to change without notice. Supplementary charge at certain hotels.

Scenic outlook is a bonus

LODDISWELL Vineyard near Kingsbridge in Devon has plenty of experience of dealing with groups.

The winery was set up in 1977, opened to the public in 1983, and since then has grown to the extent that it has its own 70-cover tea room overlooking the Devon countryside, a video show, picnic area and vineyard shop.

Loddiswell's seven acres produce a surprising 20,000 bottles of wine a year, and have won a number of awards. The vineyard is developing new ways of growing grape varieties not normally seen in the UK.

Tours cost £2.50 for adults, including a wine tasting, and light lunches can be provided with prior notice.

Loddiswell is between Loddiswell and California Cross north of Kingsbridge.

Your vineyard guide

Wellow World of Wine, Merryhill Farm, Tanners Lane, East Wellow, Hants SO51 6DP, Tel: 0794 830880, Fax: 0794 517806.

Barkham Manor Vineyard, Piltdown, Uckfield, East Sussex, Tel: 0825 722103, Fax: 0825 724220.

Headcorn Flower Centre and Vineyard, Grigg Lane, Headcorn, Kent TN27 9LX, Tel: 0622 890250, Fax: 0622 891180.

Chisenbury Priory Garden and Vineyard, near Pewsey, Wilts, Tel: 0980 70406.

Bruisyard St Peter Vineyard and Herb Centre, The Winery, Church Road, Bruisyard, Saxmundham, Suffolk IP17 2EP, Tel: 0728 75281, Fax: 0728 75442.

Moorlynch Vineyard, Moorlynch, Bridgwater, Somerset TA7 9DD, Tel: 0458 210393, Fax: 0458 210247.

Westbury Farm Vineyard, Westbury Lane, Purley on Thames, Reading, Berks, Tel: 0734 843123.

Biddenden Vineyards, Little Whatmans, Biddenden, Ashford, Kent TN27 8DH, Tel: 0580 291726, Fax: 0580 291933.

Llanerch Vineyard, Hensol, Pendoylan, Vale of Glamorgan, CF7 8JU, Tel: 0443 225877, Fax: 0443 225546.

Meon Valley Vineyard, Hill Grove, Swanmore, Southampton SO3 2PZ, Tel/Fax: 0489 877435.

Chiltern Valley, Old Luxters Vineyard, Hambleden, Henley on Thames, Oxon RG9 6JW, Tel: 0491 63330, Fax: 0491 63645.

Halfpenny Green Vineyards, Bobbington, Staffs DY7 5EP, Tel: 0384 88387.

St Nicholas of Ash, Moat Farm, Ash, Canterbury, Kent CT3 2DG, Tel: 0304 812670.

Pilton Manor Vineyard, The Manor House, Pilton, Shepton Mallet, Somerset BA4 4BE, Tel: 0749 89325.

Loddiswell Vineyard, Lilwell, Loddiswell, Kingsbridge, Devon TQ7 4EF, Tel: 0548 550221.

Carr Taylor Vineyards, Westfield, Hastings, Sussex TN35 4SG, Tel: 0424 752501, Fax: 0424 751716.

Down St Mary Vineyard, The Old Mill, Down St Mary, Devon EX17 6EE, Tel: 0363 82300.

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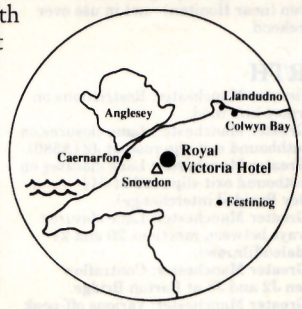

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For further details of this award winning vineyard contact

Bernard Theobald,
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Purley on Thames,
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Telephone 0734 843123

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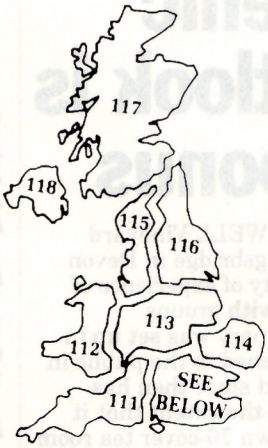
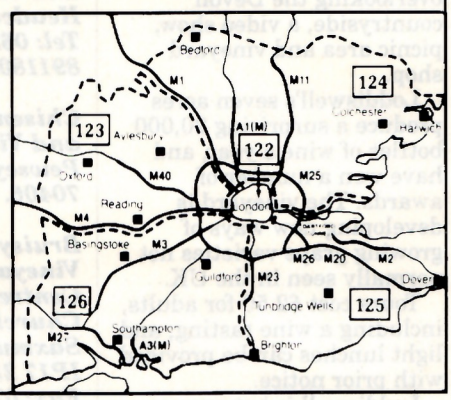
European roads

Spain
N640 Vegadeo to Meira, north east of Lugo. Halting of traffic during blasting operation Mon-Fri between 1200-1600 hrs.
France
A2 Quarouble, north east of Valenciennes, construction of new barrier. Lane closures (9 Dec 91).
N30 Rouvignies, south west of Valenciennes. Clearing works. Alternative traffic scheme. Traffic signals (6 Jan 92).
A36 Belfort to Montbeliard. Speed limit restrictions (3 Feb 92).
N4 Heming, south west of Sarrebourg. Alternative traffic scheme. Speed limit restrictions (9 Dec 91).
N4 Ligny En Barrois, south east of Bar Le Duc. Lane closures. Speed limit restrictions (28 Dec 91).
N7 Mesves Sur Loire, north west of La Charite Sur Loire. Diversions (23 Dec 91).
N74 Nuits St Georges, south west of Dijon. Alternating traffic scheme. Speed limit restrictions (20 Dec 91).
N1 Leubringhen, between Calais and Boulogne. Alternating traffic scheme. Traffic signals. Diversion (20 Feb 92).
A57 Toulon to Le Cannet (A8) (Dec 91).
A64 Bayonne to Peyrehorade (Dec 91).
Austria
Motorway Openings
A83 Nantes to Montaigu (Dec 91)
Motorways Recently Opened
A4 Campo to Penafiel, east of Porto
A5 Estoril to Cascais, west of Lisboa

EVENTS
France
Dec 14-15 Bois De Boulogne (Paris). Figaro Cross Country Race.

For the latest information, call AA Roadwatch on 0836 401, followed by:
110 for motorways across Britain
127 for M25
118 for Northern Ireland
117 for Scotland
116 for north-east England
115 for north-west England
114 for East Anglia
113 for Midlands
112 for Wales
111 for West Country
The south-east of England is divided up as follows:
126 for area between M4 and M23
125 for area between M23 and Dartford Tunnel
124 for area between Dartford Tunnel and M1
123 for north-west Home Counties
122 for Central London
(See map, right, UK troublespots, below)
Calls are charged at 36p per minute off peak and 48p at other times.





NEWS
Belgium
In an attempt to ease traffic problems in Bruges, coaches and heavy vehicles are banned from the town centre and speed limit for cars is now 30 kph. To encourage tourists to use public transport, 35 special mini-buses are now in use.
Hungary/Yugoslavia
The Hungarian authorities have temporarily closed all border crossings to heavy vehicles heading towards Croatia with the exception of Letenye-Gorican, between Nagykanizsa and Varazdin.
Italy
Restrictions on all roads on Sundays for heavy vehicles over 5 tonnes and those carrying hazardous loads. Nov-Dec from 0800 to 2200 hrs. Those carrying perishable freight are exempt. Delays were likely on major roads along the Adriatic coast last weekend.

UK motorway & 'A' roadworks

For the week December 2 to December 9

LONDON AND SOUTH EAST
M20 Kent: Contraflow between J5 and J8 (Maidstone West/Hollingbourne)
M20 Kent: Closures between J10 and J11 (Ashford/Hythe).
M2 Kent: Various off-peak lane closures on the Medway Bridge between J2 and J3 (Rochester/Chatham).
M27 Hampshire: Outside lane closed both ways between junctions 7 and 8 (Hedge End/Southampton). 0930 to 1600 daily.
A40M London: Lane closures both ways on Westway, White City.
A406 London: Contraflow on North Circular road between Staples Corner and Neasden Underpass.
A27 Sussex: Contraflow on the Shoreham flyover.
A1 Bedfordshire: Contraflow at the Black Cat roundabout, near Sandy.
A2 Kent: Restrictions on London Road, Sittingbourne.
A3 Hampshire: Contraflows south of Petersfield and between Liphook and Hindhead.
A12 Essex: Off-peak lane closures between Witham and Rivenhall.

MIDLANDS AND EAST ANGLIA
M6 West Midlands: Contraflow between J7 and J9 (Gt Barr/Wednesbury). The Northbound entry slip road is closed at J7.
M6 Staffordshire: Contraflow between J13 and J14 (A449/Stafford).
M5 Hereford/Worcester: Southbound entry and exit slip roads closed at J6 (Worcester North). Diversions.
M50 Hereford/Worcester: Contraflow at J3 (Jays Green).
A6 Leicestershire. Sewer work on London Road, Leicester.
A50 Leicestershire: Major sewer work in Coalville.
A45 Northamptonshire: Temporary light east of Chelveston.
A521 Staffordshire: Churnet Valley Road, Kingsley Holt closed.
A11 Norfolk: Cringleford between Norwich and Wymonham.
A45 Suffolk: Contraflow at Felixstowe.

WALES AND WEST
M5 Devon: One lane closed southbound between Junction 27 and 28 (Tiverton/Cullompton).
M5 Somerset: Contraflow J24-J25 (Bridgewater/Taunton).
M4 West Glamorgan: Restrictions both ways J39-J41 (Groes/Pentyla)
M5 Gloucestershire: Contraflow J11-J12 (near Gloucester).
M4 Avon: Contraflow between J18 and J19 (Bath/M32).
A48 West Glamorgan: Major reconstruction work of Earlswood roundabout.
A5 Gwynedd: London Road, Holyhead. Temporary traffic lights.
A4046 Gwent: Marine Street, Cwm. Temporary lights.
A35 Dorset: Two sets of temporary lights between Dorchester and Puddletown.
A4 Avon: Restrictions on Hotwell Road, Bristol.
A30 Devon: Temporary lights east of Monkton (near Honiton) - not in use over the weekend.

NORTH
M56 Greater Manchester: Restrictions on the airport link road.
M61 Greater Manchester: Lane closures on the southbound exit slip road at J2 (A580).
M62 Greater Manchester: Lane closures on the westbound exit slip road at J14 (Worsley Braided interchange).
M62 Greater Manchester: Lane closures both ways between junctions 20 and 21 (Rochdale/Milnrow).
M63 Greater Manchester: Contraflow between J2 and J3 at Barton Bridge.
M63 Greater Manchester: Various off-peak lane restrictions between junctions 10 and 11 (A34/Cheadle)
M56 Cheshire: Contraflow J9 - J11 (M6/Preston Brook).
M55 Lancashire: Lane closures both ways between junctions 3-4 (Wesham/Marton).
M6 Cumbria: Contraflow between J40 and J42 (Clifton/Carlisle).
M18 South Yorkshire: Contraflow near J2 (Wadworth).
M18 South Yorkshire: Contraflow between J4 and J5 (Doncaster).
M1 South Yorkshire: Lane closures southbound at J35 (Rotherham).
M1 West Yorkshire: Contraflow between junctions 42 and 43 (Lofthouse/Stourton), northbound entry slip at J41 closed.
A59 Lancashire: Contraflow between Penwortham and Hutton.
A523 Cheshire: Temporary lights on Mill Lane, Macclesfield, also Windmill Street is closed at the junction with Mill Lane with long delays expected.
A595 Cumbria: Temporary lights between the Thursby bypass and Newby Cross.
A1 Northumberland: Contraflow with temporary lights at Southern End of the Alnwick bypass.
A59 North Northshire: Temporary lights on Harrogate to Skipton Road.
A630 South Yorkshire: Balby, Doncaster roadworks on Warmsworth Road at the junction of Anelay Road, Ranyard Road, Hepworth Road and Kipley Avenue.

SCOTLAND
M74 Strathclyde: Various lane closures at J6 (Hamilton).
M8 Strathclyde: Junctions 13 - 14 (Blochairn/Provan) lane closures both ways.
M8 Strathclyde: Outside lane closed Westbound at junction 29 (St James interchange).
A952 Grampian: Temporary traffic lights nr St Fergus affecting traffic between Peterhead and Fraserburgh.
A698 Borders: Coldstream to Hawick - temporary lights near Kelso.
A74 Dumfries & Galloway: Contraflow from Sark Bridge to Guardsmill near Gretna.

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AVAILABLE IN 1992
due to cancellation week commencing
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MB200 Plaxton, 51R, curtains, tinted windows, MoT April '92.

£16,500 + VAT

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(23069/BAR)

BARGAIN BUS

1974 VOLVO B58 Plaxton, 12 metre. 53/55 seats, h/c drinks, FD, curtains, trims, good moquette, MoT April, taxed.

£5,500 + VAT

Tel: 0705 503011 or 0831 255519

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VAN HOOL MAN, 1983, excellent condition, TV/video, tea/coffee, toilet, new clutch, 49 seats, any inspection, part exchange considered, **£30,000 + VAT. Tel. (0692) 406020.** (23089/AC)

AEC

AEC Reliance Plaxton Supreme, 1977, 53 seats, MoT 8/92, recent engine, **£5,500 + VAT. P Bowran PMT (0782) 744744.** (23113/AEC)

1979 AEC 760 Dominant II, 57 seater, retrimmed Sept '90, all white, vinyl signs, speed limiter, Bristol dome, radio, PA, cassette, 5 months MoT, **£9,500 + VAT. Tel. 081 883 4105.** (23122/AEC)

AEC, 1978, 760 Plaxton, semi automatic, 53 seats, Bristol dome, express doors, radio cassette, excellent condition, MoT September 1992. **£5,000 + VAT. Tel. 0294 63654.** (23066/AEC)

BEDFORD

1978 BEDFORD YMT Plaxton, 53 seater, new MoT, white with red interior, Bristol dome, recent Bedford blue engine, excellent condition, **£4,250 + VAT. 1977 BEDFORD** YMT Duple Dominant II, 53 seater, recent new engine, white with red interior, Telma, **£3,250 + VAT. Tel. Ryans Coaches (0225) 424157.** (22833/BE)

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1980 YMT DUPLE, 53 seats, 1 year's MoT, retrimmed, good condition. We have owned this vehicle since 1981. FSH. **£5,250 + VAT. Tel. 071 739 5454 days.** (23073/BE)

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1982 X Bristol LHS Plaxton Supreme V, 31 Lazerini recliners, tinted windows, curtains, repanelled where required this year, tested March 1992, in excellent condition. **£13,250. Tel. 0704 821245.** (23064/BR)

1977 35 SEATER BRISTOL

Engine overhauled, remoquetted in 1990, MoT until March 1992, 6 months tax.

£4,500 ono + VAT

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(23085/BR)

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BRISTOL VRT – 74 SEATS

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Also available	
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LEOPARD 1978, 49 seats, Grant doors, MoT 1/92, **£3,900 + VAT.** Also **1978 3 Leopards,** no MoT, all for **£4,500 + VAT. National, 1976,** 52 seats, MoT expired but runner, **£2,900 + VAT. National, 1974,** MoT 2/92 but gearbox defect, **£2,900 + VAT. P Bowran PMT (0782) 744744.** (23115/LEY)

1974 LEYLAND LEOPARD PLAXTON, power steering, 47 seats, semi-auto, tested and taxed, **£2,750 + VAT. Tel. (0924) 263334 (Wakefield).** (22990/LEY)

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1985 B REG LEYLAND TIGER 245

With high deck Duple Caribbean body. 51/53 reclining seats, demountable toilet, continental entrance, ZF gearbox, immaculate condition. Choice of two (one with recon engine).

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LEYLAND DAF 200 Combi, 13 seater, 1989, COF till Sept '92. **£5,250 + VAT ono. Tel. 0703 663700.** (22958/LEY)

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53 seats, first reg 1984, 1 x tested till Jan '92 (retest if required). 1 x tested till Dec '92. Both vehicles in good condition.

£21,500 each + VAT

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Fitted with Tiger T11 Turbo engine, 53 seats, new S/A split box, 2 front side lockers, tinted windows, power door, Bristol Dome, test to 7/92, good condition.

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1987 (MAY) MCW METRORIDER

25 coach seats, Cummins 6B, ZF 5 speed, 1 owner.

£17,500 + VAT

Robinson Kimbolton (0480) 860581

(23112/MCW)

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49 reclining seats, coffee making/toilet facilities at rear, wired for TV, video, with radio/PA and Webasto heating. Taxed and MoT 4/92.

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19 highback seats, power door, MoT 5/92, taxed 11/92

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73 seats, executive Decker, excellent condition, all usual extras.

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52 seats, 19 standees, Cummins L10B 210hp engine, ZF auto gearbox.

Ex demonstration model.

Warranty available

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£12,000 ono + VAT

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1980 Volvo B58 Plaxton Supreme IV, 53 seater, semi-auto box, 12 months ticket, **£14,750 ono + VAT. Tel. (0924) 470402.** (23027/VO)

APRIL 1983 Volvo B10M Plaxton 3500, 51 recliners plus courier, radio/PA and cassette, plug door, continental door, speed limiter, ZF gearbox, Telma, level raise, brown moquette, MoT April 1992, **£29,000. Tel. (0252) 624404.** (23088/VO)

1984 VOLVO B10M JONCKHEERE P599, P/P, 49 retrimmed recliners, toilet and water boiler, curtains and carpets, speed limiter fitted, 1 year's MoT, **£36,000 ono + VAT. Tel. (0206) 824363 Cedric Coaches.** (23152/VO)

VOLVO B58, 1980 Duple, 57 seats, retrimmed, power door, P/P, full year's MoT, radio cassette, good condition, FSH, **£14,750 + VAT. Tel. 071 739 5454.** (23155/VO)

JUNE 1984 Volvo B10M Plaxton Paramount 3500, 4 star, 49/53 + courier, toilet, video + coffee machine, new MoT, **£35,000 ono + VAT. Tel. 071 515 0911.** (23060/VO)

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One only ex-demonstrator now for sale.

This quality bus was built for a prestigious show and is unregistered, ready for the road.

Finished in white this 308D has many refinements including new specification seat legs, lights, vents etc.

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609 MERCEDES VAN CONVERSION, 24 seats, electric door, luxury.

308 MERCEDES, 12 seat, luxury.

USED

1987 MERCEDES 609, 26 seats.

1986 MERCEDES, 12 seater, high roof, luxury.

1986 MERCEDES, 21 Vogel seats.

1984 MERCEDES, 21 seater.

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£16,995 + VAT

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Low cost finance available (23158/MB)

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16-seater Executive minibus, black tinted windows, TV, video, PA, stereo, courier seat, telephone, spotlight, reading lamps, new MoT test, taxed.

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M-M 15 seat minibus, vgc, diesel, owner, only 55,000 miles, 12 months ticket, taxed, service record and body warranty.

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(WARRINGTON AREA) (23054/MB)

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£14,500 + VAT

Tel. 081 994 8969

(23111/MB)

1986 Iveco 49/10, 21 seat bus + 7 standees, power door, newly resprayed white with new MoT, **£8,950 + VAT. 1986** Ford Transit Diesel, 16 seats + standees, power door, MoT July '92, **£4,950 + VAT. Tel. (0249) 782401.** (23107/MB)

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1984 FORD Transit Petrol, 12 seater, MoT Dec 1992, **£1,600 + VAT ono. Tel. (0703) 663700.** (23127/MB)

1989 FORD Transit LWB, new shape, 16 seater, petrol, good condition, COF 1992, **£5,750 + VAT. Tel. 091 265 6747.** (23129/MB)

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1979 (T) FORD 360 Turbo, Duple Dominant II, 45 seat coach, MoT Oct '91.

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83 DAF Plaxton 3200, 53 recliners.
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82 VOLVO B10 GOLDLINER, large windows, recliners, testing.
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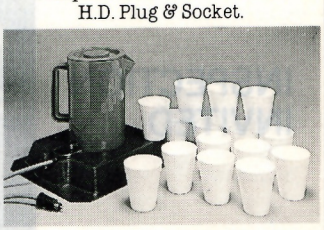

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